



Response to BCSD 21-004

3801 Rose Lake Drive
Charlotte, NC 28217
704-405-5000



Beaufort County School District

Solicitation Number: 21-004
Date Printed: August 6, 2020
Date Issued: August 6, 2020
Procurement Officer: Kaylee Yinger
Phone: 843-322-2349
Email: kaylee.yinger@beaufort.k12.sc.us

Best Value Bid

DESCRIPTION: In-Bus Digital Recording System
SUBMIT OFFER BY (Opening Date & Time): September 9, 2020 2:00 PM (EST)
QUESTIONS MUST BE RECEIVED BY: September 2, 2020
NUMBER OF COPIES TO BE SUBMITTED: Five (5) Original Signed Copies and
One (1) Redacted Version on CD

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

MAILING ADDRESS:
Beaufort County School District
Procurement Office
P.O. Drawer 309
Beaufort, SC 29901-0309

PHYSICAL ADDRESS:
Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

CONFERENCE TYPE: N/A
DATE & TIME:

LOCATION:

AWARDS & AMENDMENTS:

Award will be posted at the Physical Address stated above on or after September 9, 2020. The award, this solicitation, and any amendments will be posted at the following web address: www.beaufort.k12.sc.us

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer)

ENTITY TYPE:

Fortress Systems Internationals, Inc (Fortress Mobile)

Corporations

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

Grayson Hayes

Director

PRINTED NAME

TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.



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PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business): 3801 Rose Lake Drive Charlotte, NC 28217	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent): (Same as Home Office Address)
PHONE NUMBER: 704-405-5000 x 1109	
EMAIL ADDRESS: grayson@fsiinc.com	

PAYMENT ADDRESS (Address to which payments will be sent): 3801 Rose Lake Drive Charlotte, NC 28217 <input checked="" type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Home Notice Address (check one only)	ORDER ADDRESS (Address to which all purchase orders will be sent): (Same as Payment Address) <input checked="" type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Notice Address (check one only)
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ACKNOWLEDGEMENT OF AMENDMENTS: Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.	<table><thead><tr><th><u>Amendment Number</u></th><th><u>Amendment Issue Date</u></th></tr></thead><tbody><tr><td>Addendum 1</td><td>9/1/2020</td></tr><tr><td>Addendum 2</td><td>9/4/2020</td></tr></tbody></table>	<u>Amendment Number</u>	<u>Amendment Issue Date</u>	Addendum 1	9/1/2020	Addendum 2	9/4/2020
<u>Amendment Number</u>	<u>Amendment Issue Date</u>						
Addendum 1	9/1/2020						
Addendum 2	9/4/2020						

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If yes, please include a copy of your certification.
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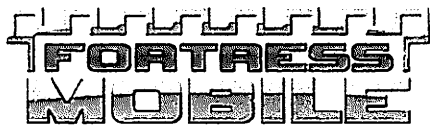
Response to 4.0.1.2 thru 4.0.1.6

.2 Financial Statements attached

.3 All employees are background check certified/ Fortress Mobile does not use outside contractors

.4 Fortress Mobile has not been involved in any government or client litigations

.5 Fortress Mobile is a DBE Certified Organization



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About Fortress Mobile

Fortress Mobile is an innovative technology company that provides vehicle security solutions to educational, governmental and commercial fleet operations. The company headquarter is in Charlotte, North Carolina. Fortress has been in business since 1991.

Mobile Video Qualifications

Fortress Mobile designs, manufactures and distributes digital video systems for mobile applications in both passenger and non-passenger type vehicles. Our solutions are capable of compressing high quality video data, audio data, sensor data and GPS data on to secure storage drive utilizing data encryption. This data is then decompressed and viewed using our Fortress Mobile software suite. All data is watermarked with date, time and vehicle identification number. Data can be saved with the encryption intact or converted to a standard media file type. Data can be saved and shared by authorized users and given to law enforcement, thus establishing a chain of custody if legal action is required.

Fortress Mobile has deployed and implemented Mobile Video Surveillance to numerous School Systems, Para Transit and specialty vehicles residing in North and South Carolina, Tennessee, Ohio, Georgia, Texas, Rhode Island, Wyoming, Washington, California, New York and more. Some of our clients include Victoria ISD (TX), Rhode Island Public Transit Authority, Charlotte Mecklenburg Schools (NC), Durham County Schools (NC), Wake County Schools (NC), Richmond County Schools (GA), Metro Nashville Public Schools, Nashville (TN), Tennessee Department of Corrections and South Central Tennessee Development District, Columbia (TN).

Furthermore – FSI was a selected vendor to perform a presentation at the Transportation Research Board (TRB) in Washington, DC in February 2012.

Experience

Fortress Systems has routinely supplied and distributed our customized Mobile Video Solutions directly to our clients or through an established dealer network channel. Our company has also supported our customers with after the sale support and provided tech support service when required. Integrating a vehicle security camera solution on a fleet of passenger transportation vehicles typically requires continuous recording where alarm triggers can tag files using both pre and post marking. All recordings (video, audio, meta-data, GPS) are written to the hard disk, residing in the DVR, using compression with the data being time stamped at the time of the recording. The video is retrieved afterward using local or wireless retrieval methods where the video is decompressed and viewed using our provided suite of viewing software.

Regardless of the number of installed cameras, passenger vehicles have a tendency to replicate a standard video and audio recording solution. Various parameters are configured that will allow the DVR to function in any time zone and

accommodate for daylight savings time changes. The camera channels can be configured for frame rate, resolution settings and image quality settings. Meta-Data can be assigned in the DVR setup and recorded when the DVR senses a 12Volt current. This meta-data can also be configured to prompt alarm triggered files. Other devices such as accelerometers and GPS can be attached to record impactful movements and record



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location data. What makes a transit agency unique is the size of fleet and sub fleets, preferred data retrieval method, assigned users and their job description and the chain of command.

Security Camera Systems are installed for the purpose of limiting liability and conflict resolution. The recordings that reside on the DVR are created by capturing a series of images, from each installed camera, all of which are date and time stamped for the purpose of authenticity. Users can easily access this data and view the content on one or all cameras simultaneously with a dedicated audio channel. If GPS, Accelerometer and meta-data are attached the user will view the synchronize recording of this data. The Playback software has a map window that will display a vehicle icon over the map, where the vehicle was at the time of recording, with the speed and direction of travel both digitally displayed below. The triggers will be in a separate window with each indicator turning red when it is applied.

Systems are capable of carrying a total capacity of 4 TB of data. The storage drive is securely positioned in the DVR requiring a universal key to lock and unlock for the removal of the drive. All the DVR settings reside on the DVR allowing users to place a spare drive in the originals place if the DVR drive is needed. The DVR, Cameras and attached technologies will be professionally installed with all cabling and devices.

Fortress has routinely installed and integrated this solution to numerous fleet customers utilizing continuous or event trigger recording methods. Our staff of managers, coordinators, installers and contract installers have routinely performed professional installations on our systems, cameras and attached wireless equipment.

Key Personnel

Fortress will designate experienced staff to BCSD for this Mobile Video Surveillance installation and integration effort. This team will be able to coordinate and streamline the installation process effectively and efficiently with minimal disruptions to the day to day operations. Fortress staff members are listed below with their respective titles

Alex Lonon

Territory Manager/ Account Executive

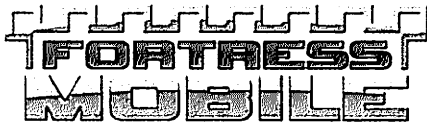
Alex has extensive experience in coordinating projects and bringing multiple moving parts together. In previous position, Alex has comprehensive technology experience and has managed implementations that are challenging and require attention to detail.

As a representative of Fortress Systems, Alex will be tasked to coordinate efforts with installation and help BCSD decide on a best solution, configuration and setup process to successfully map-out a realistic system installation, integration and implementation schedule.

Grayson Hayes

Director – Project Manager

Grayson's main role is to create a project path that expedites the installation of equipment, integration of back-end technologies and interconnectivity of all hardware, software and communication requirements for the project to be successfully deployed. With 8 years of experience Grayson has effectively managed and rolled-



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out projects knowing realistic deployment times, strategic and practical approaches to apply when managing an integration effort. Grayson has worked with Installation staff to create a drill down approach for the installation of equipment where all necessary equipment is pre-configured for maximizing installer time and allowing back-end support to monitor vehicle system performance using back-end communication systems.

Grayson will coordinate efforts at home with the Project Coordinator and Integration Coordinator to create a master configuration file using the Prototype Vehicle as its sample. This baseline configuration will have DVR settings that

define the recording resolutions, alarm parameters, and other items of interest for system operations in BCSD School Buses. Grayson will assign team members to be actively involved at appropriate times when attention to detail matters most.

Shareef Rashed

Client Maintenance – Project Coordinator

Shareef has extensive background in IT and managing system in networks. Shareef has rolled-out Multi-level integrations with his time working for Wachovia and Wells Fargo. Shareef's ability to deep-dive in technology and understand its intended use allows him to alter our system operability for field performance. Shareef will be responsible for creating a baseline configuration and will work alongside the Technical Manager to make sure all IP Protocols for system interoperability with BCSD network is pre-configured. He will prepare shipments and product deployment to be ready for onsite installations with attention to detail while honoring timelines.

Shareef will be available for back-end support at the headquarters to respond to field demands. Phone support, remote support and shipment tracking and delivery confirmation of deployments are a few of the roles Shareef will be responsible for. Along with streamlining system configuration before shipping hew will also conduct connectivity test with system on test network to make sure systems have been tested in sample Cellular environment.

Jason Cramer

Installation Manager – Integration Coordinator

Jason has extensive 12Volt experience and has installed, or managed, Vehicle Security Cameras being installed in over 5000 vehicles since 2012. Jason has worked directly with customers and thru contracted installation companies making sure that the integration is thorough and professional. Attention to detail, following procedures and identifying obstacles prior to performing work is the experience Jason brings to the table. Jason is also a certified low voltage electrician and a licensed Burglar and Alarm installer.

Jason will be responsible to perform the Prototype install and use that install to write a wiring diagram for installations to follow. Jason will also perform a vehicle walkthrough and determine the best approach for each vehicle type. Here Jason will make sure all DVR and Camera locations will have desirable mounting surface and space required. After the prototype install, Jason will take pictures to use as a report and establish a sign-off and installation continuity to follow. Jason will also be available to offer support as needed.



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Preliminary Project Schedule:

Fortress Mobile has all equipment required for this project in stock at our Charlotte, NC Headquarters

Schedule after Award:

Week 1 – Kickoff Meeting with Fortress Staff and Key Personnel at BCSD

Week 1 – Equipment Configuration and Testing / Ship up all units to BCSD

Week 2-3 – Complete Installation on All units

Week 3-4 – Monitor Fleet performance, fine tune camera/DVR settings and train BCSD personnel

Equipment List:

Item Description	FM Part #
FMobile Nova A4D DVR 1 Camera Kit	SVMD-SKIT-NVA04
FMobile 2.1MM 1/3" Super DIS w/IR 700TVL	SVDC-FP-25
FM Surv 4 Pin F-M Extension Cable 10 FT	SVCB-FSI/B4-10A
FM Surv 4 Pin F-M Extension Cable 25 FT	SVCB-FSI/B4-25A
FM Surv 4 Pin F-M Extension Cable 50 FT	SVCB-FSI/B4-50A
L TE & WIFI Combo Antenna 3.5M/SMA SVMD-ATLW-01	SVMD-ATLW-01
Wire Harness Kit Misc	MISC.
Mobile DVR System Installation SVMD-INSTALL	SVMD-INSTALL

Fortress Mobile has all the tools and equipment necessary to perform installation. The Installation team has done thousands of installations and the work is guaranteed for the life of the Equipment. Fortress will discuss all installation procedures with BCSD after award has been made

Notes:

During the installation, or shortly after, a formal software training session will be scheduled and will hopefully take place. This training session will take place at a convenient location determined by Beaufort County Schools Administration. Beaufort County School may ask or request any school official, principal or board member that they believe should be in attendance.

As noted above the speed of installation depends on access to the vehicles during the implementation. FSI will cooperate with the Transportation Department or Bus Contractor to limit any disturbance with the standard day-to-day operations as it relates to vehicle availability. Under no circumstances will there be any contact or communication with students if installations take place at a School location.

Installation, Implementation and Integration

Fortress Systems wants to take every step to make sure that the customer, regardless of their operations, is not disrupted from performing their necessary day-to-day operations. Before we attempt to install equipment, we will work out a schedule or an installation plan that can be used to track progress and forecast project developments up to the suggested



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completion date. Communication by the installation team, to project manager and to the Beaufort County School personnel will be open. It is preferred that BCSD appoints an appropriate dedicated person that our lead installer reports to. Each day the installation foreman will report what vehicles have been finished to Beaufort County School personnel and the Fortress Project Manager. Each week, if multiple weeks are required, progress will be tracked with a master bus list. We expect that 5 vehicles could be installed each day and the entire installation time will take 6 to 8 business days to complete.

Before the installation team arrives on-site to start installing the Mobile DVRs and Cameras, we will perform all the necessary final assemblies and system set-ups in house at the Fortress Systems warehouse, production facility and office. Here we would ask for a list of vehicle with their vehicle identification number and bus manufacturer/model. Each Mobile DVR will be programmed with default settings such as: Length of file, vehicle number, defined sensors inputs, auto-delay shutdown time, recording resolution, recording frame rate and configured with the correct date and time. The only setting that should be different would be the bus identification number.

Once again the installation and integration of the Mobile DVR, Cameras, Cabling and accessories should take about two (2) weeks depending on the availability to the vehicles. Fortress Systems will supply the Beaufort County Schools with verbal daily progress reports along with a week end report of progress and buses completed. A master list of vehicles will be used to track and report progress. Any obstacle, complication or hindrances resulting from a certain bus, installer availability or any unforeseen variable will be communicated to all parties.

Training

Understanding the software is essential! Here we would assist with the personnel identified by BCSD who would be using this software. The basic Fortress Playback Software allows users to review data after a vehicle returns from a route or bus run. Training would cover the act of retrieving the storage drive from the vehicle and the steps used to access data using our software. Fortress will provide a thorough explanation of the software so users can both easily save and share video data of importance. Other topics on the software training will cover the GPS Tracking, Vehicle Reporting and how to archive data allowing quick and easy retrieval both on local drives and network storage devices.

Nova A4D Specification

Video/ Audio Input	Analog Video Input	4-Ch Aviation Plug (1.0 Vp-p, 75 Ω), PAL / NTSC Self-adaptive
	Audio Input	4-Ch Aviation Plug (linear electrical level, 1 K Ω)
Video/Audio Output	Video Output	1-Ch CVBS Video Output, Aviation Plug (1.0 Vp-p, 75 Ω) 1-VGA 1920 \times 1080/1280 \times 1024/1280 \times 720/1024 \times 768
	Audio Output	1-Ch, Aviation Plug (linear electrical level, 600 Ω)
Video/Audio compression	Video Compression	H.264
	Encoding Resolution	Main Stream: : 4WD1 / 4CIF / 2CIF Sub-stream: CIF / QCIF
	Video Frame Rate	PAL: 1 ~ 25 fps, NTSC: 1 ~ 30 fps
	Video Bitrate	32 Kbps ~ 2 Mbps, or User Defined (Max. 8 Mbps)
	Stream Type	Video, Video & Audio
	Audio Compression	G.711
	Audio Bitrate	16 Kbps
Storage / Backup	SD Card	Single SD/SDHC cards, Max Capacity 32GB per Card Dual 2.5" SATA HDD
	Data Backup	Backup by SD/SDHC Card, USB/eSATA Devices
Wireless Transmission	3G	Built-in CDMA2000, WCDMA, TD-SCDMA Module (optional)
	4G	LTE
	Wi-Fi	Built-in Wi-Fi Module, 802.11 b/g/n, 2.4 GHz (reserved)
GPS	GPS	Built-in High-sensitivity GPS chip
External Interfaces	Driving information Collection	4-Ch High/Low-level Signal Input, 1-ch Pulse Signal Input(reserved)
Alarm	Alarm In	3-Ch High/Low-level Signal Input
	Alarm Out	2-Ch Relay Output
Function Interface	LAN	1 RJ-45 Network Interface
	Antenna Interface	SMA Interfaces for 3G/4G Antennas/Wi-Fi Antennas/GPS Antenna
	USB/eSATA Interface	1 USB 2.0 Interface
	Serial Interface	1 RS-232; 1 RS-422; 1 RS-485
	SIM /UIM	1 Standard SIM/UIM slot
	SD/SDHC	1 Standard SD/SDHC slot
General	Operating System	Embedded Linux Operating System
	Power Input / Output	Input: +8 ~ +36 VDC Output: +12 VDC / 0.5A, +5 VDC /0.5A
	Operating Mode	IR Remote Control
	Working Temperature	-25 $^{\circ}$ C ~ +55 $^{\circ}$ C (-13 $^{\circ}$ F ~ 131 $^{\circ}$ F)
	Working Humidity	10% ~ 95%
	Size (W \times D \times H)	178 \times 50 \times 170 mm (1 DIN)
	Weight	\leq 1.6 kg

Main Features

- ✓ 4 Channels Full WD1 Recording
- ✓ Standard H.264 Video Compression
- ✓ Dual HDD & Single SD Cards
- ✓ Power- off Protection of Data with the built- in Redundant Power supply
- ✓ Built-in 3G /4G (WCDMA / CDMA 2000 / TD – SCDMA/LTE), Support ATT/Verizon/T-Mobile Carrier
- ✓ Built-in High-sensitivity GPS Module
- ✓ Interfaces are provided for recording driving information of the vehicle's turning left/right, braking, reversing, etc.
- ✓ Interface s are provided for connecting with external devices
- ✓ Delay Shutdown (0min ~ 6h) and 24-hour Scheduled Startup/Shutdown Configurable
- ✓ Wide-range Power Input (+8 VDC ~ +36 VDC)
- ✓ Aluminum Case, Better Electronic, Cooling and Solid.
- ✓ Verizon Certified



SVDC-FD20-XX



Main features

- 1/2.9" 2.1 Mega-pixel Sony CMOS
- supports four video signal output (AHD/TVI/CVI/CVBS), default video output is TVI
- Support DIP switch for signal changes
- 2.1mm IR Lens, 10Pcs SMD LEDs, Available IR Distance:10m(32.8ft)
- Defog, DWDR,3DNR,DSS,
- Built-in microphone
- Anti-vibration design and aviation port for mobile environments

Specification

Image Sensor	1/2.9"2.1Mega-pixel Sony CMOS
Resolution	1920(H)*1080(V)
Min. illumination	0Lux (10Pcs SMD LEDs ON)
Shutter Time	1/25(1/30) s to 1/50,000 s
Vertical Frequency	NTSC:60Hz PAL:50Hz
Scanning System	Progressive
S/N Ratio	≥52dB
Lens	2.1/2.8mm IR Lens
White Balance	ATW
OSD	YES
Day & Night	AUTO/Color/BW/Ext
Backlight Compensation	AUTO
AUTO Gain Control	ON
Available IR Distance	10M (32.8ft)
Interface	
Video Out	1-ch, Aviation Port (HD-TVI/AHD/CVI/CVBS)
Audio In	Built-in Microphone
Audio Out	1-ch, Aviation Port (Output Impedance: 1KΩ±10%)
Aviation Plug	Pin 1: TVI, Pin 2: Audio, Pin 3: Power, Pin 4: GND
General	
Operating Conditions	-30 °C - 40 °C
Power Supply	DC12V±10%
Power Consumption	Max. 6 W
Protection Level	IP66
Dimensions	∅ 105 x 60.5 (H) mm
Weight	Approx. 400g (0.88lb)



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Trouble Reporting and Resolution Procedures

Fortress Mobile provides two major trouble reporting methods:

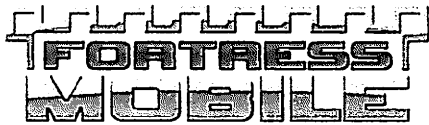
1. Phone Support

The technical support phone 704-405-5000 is available from 9:00 am – 6:00 pm EST Monday to Friday. The Technician would either work with the user to resolve the issue through phone, email or remote computer access. Fortress Mobile would reply to any missed support call by either email or phone **within 1 hour**.

Any issue that can't be immediately resolved such as software issue or platform feature request will be escalated to development team and the development team will report the progress to technical support team on a **daily basis**. The user will also receive the latest updates from technical support team as soon as they are relayed.

2. Website ticket system

Fortress Mobile also provides a **24/7/365** online ticket system at https://fortressmobile.com/support/ticket_request/. Personnel can use this system to send a ticket into Fortress Mobile's system if an out of business hours support request is needed. Our technician would reach out to the user immediately in an emergency situation. This ticket system requires user to fill in the correct contact information such as email and phone number so tech support team may get in contact as soon as possible.



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Warranty & RMA Procedures

Fortress Mobile will warranty each system to be free from defects in material and workmanship for a period of 3-Years) from the date of INSTALLATION. The Fortress Mobile Limited 3-Year Warranty applies to solution, items and sub components of the FSI Surveillance and Fleet Management Solution

including: Hardware: MDVRs, Storage Drives, Firmware, Cameras, Cabling, Wiring, Software, Installation.

Items Will Be Covered from defect, malfunction, and intermittent performance in normal working environments. When a system, piece of equipment, or component proves defective, or is unable to meet specific performance criteria, Fortress Mobile shall replace the defective item or make repairs to the item at no cost to the customer.

All Merchandise to Be Returned to FSI must have an **FSI-Return Material Authorization (FSI-RMA)** number for proper identification. All returns for credit must be received by FSI within 30-Days of the original invoice. All items being returned must have the necessary literature, packaging material and accessories. Returns that require a component level replacement without literature or packaging material must be communicated to FSI. No credits are given for freight cost, labor, or assembly fees. After 30-Days, no FSI-RMA credit will be issued, FSI will repair and replace only.

FSI products and mobile surveillance items will have advanced FSI-RMA. Items shipped in advance along with a call tag for defective item return. To obtain an FSI-RMA number, contact the FSI-RMA Department: **(704) 405-5000** or **(800) 437-3920**.

FSI-RMA Customer Service is Open: Monday – Friday from 8:30AM – 6 PM EST.
Please have either a copy of the FM Invoice or the product serial number with the following,

FSI-RMA Return Address: 3801 Rose Lake Drive, Charlotte NC 28217
Attention: FSI-RMA Return Manager

FSI-RMA# _____

General Service Inquiries can be submitted 24/7 through our online Ticketing systems at:
<https://www.FortressMobile.com/Support/Ticket-request/>



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References

1. Park N Fly – Atlanta, GA
 - a. Point of Contact; Anthony Dupree
 - b. Phone# 404-364-8121
 - c. Address: 2060 Mt. Paran Rd NW. Atlanta, GA 30327
 - d. Project Scope: Install camera/GPS systems on 171 passenger shuttles
Integrate with PNF Mapping software to provide riders Realtime location updates
 - e. Project Cost: over \$500,000
2. Towne Park LLC
 - a. Point of Contact: Bill Meier
 - b. Phone #800-291-6111 ext 3326
 - c. Address: One Park Place, Suite 200. Annapolis, MD 21401
 - d. Project Scope: Install Camera/GPS systems on 100+ Shuttle vehicles
Customize software to provide digitized Vehicle Inspection Reports
 - e. Project Cost
3. Charlotte Mecklenburg Schools. – Charlotte, NC
 - a. Point of Contact – John Kennerly – Director of Transportation
 - b. Phone# 980-343-6673
 - c. Address: 4335 Stuart Andrew Blvd
Charlotte, NC 28217
 - d. Project Scope- Equip over 1100 school buses with 4 Camera DVR Systems
 - e. Project Cost- over \$1.7MM
4. Union County Public Schools – Monroe, NC
 - a. Point of Contact – Marlon Watson – Executive Director
 - b. Phone# 704-296-3015
 - c. Address: 201 Venus St.
Monroe, NC 28110
 - d. Project Scope – Equip over 200 school buses with Interior and Stop Arm Cameras
 - e. Project Cost – over \$500,000
5. Cabarrus County Schools – Concord, NC
 - a. Point of Contact – Art Whitaker – Director of Transportation
 - b. Phone# 704-782-6314
 - c. Address: 111 Union Cemetery Rd.
Concord, NC 28027
 - d. Project Scope – Equip over 260 buses with 4 Camera DVRs
 - e. Project Cost – over \$450,000

Statement of Intent

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.



Signature
September 8th, 2020

Date

Name: **Grayson Hayes**_____

Title: **Director**_____

Project: **In-Bus Digital Recording System / 21-004**_____



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COST PROPOSAL

FORTRESS MOBILE

Response to Solicitation Number 21-004: In Bus Digital
Recording System

DUE DATE: September 9, 2020 @ 2:00PM

Signed By

Grayson Hayes / Director of Business Development

x 



Exhibit A**Bidding Schedule / Price Business Proposal**

Item	Part Number	Price	3 Year Lease Price
FMobile Nova A4D DVR 1 Camera Kit	SVMD-SKIT-NVA04	\$ 879.00	\$ 28.51
FMobile 2.1MM 1/3" Super DIS w/IR 700TVL	SVDC-FD20-21	\$ 149.00	\$ 4.62
FM Surv 4 Pin F-M Extension Cable 10 FT	SVCB-FSI/B4-10A	\$ 12.00	\$ 0.37
FM Surv 4 Pin F-M Extension Cable 25 FT	SVCB-FSI/B4-25A	\$ 15.00	\$ 0.50
FM Surv 4 Pin F-M Extension Cable 50 FT	SVCB-FSI/B4-50A	\$ 17.00	\$ 0.53
L TE & WIFI Combo Antenna 3.5M/SMA SVMD-ATLW-01	SVMD-ATLW-01	\$ 59.00	\$ 1.83
Wire Harness Kit Misc	MISC.	\$ 25.00	\$ 0.78
Mobile DVR System Installation SVMD-INSTALL	SVMD-INSTALL	\$ 193.00	\$ 5.99
		\$ 1,349.00	\$ 43.13



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TECHNICAL PROPOSAL

FORTRESS MOBILE

Response to Solicitation Number 21-004: In Bus Digital
Recording System

DUE DATE: September 9, 2020 @ 2:00PM

Signed By

Grayson Hayes / Director of Business Development

x 



FORTRESS SYSTEMS INTERNATIONAL

Period - From	: 1, 2017	Date	: Sep 08, 2020
Period - To	: 12, 2017	Time	: 12:34:19PM
Location/Sub-Location	: ALL	User	: Xiaofei
Include Unposted Amount	: No		

Income Statement (Period Range) (Including Provisionally Posted Amounts)

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Account Description	Period 1 - 12 Amount	Percent	Total	Percent
Revenues				
Sales				
Sales Products - FORTRESS SYSTEMS INTERNATIONAL	4,503,471.28	100.00		
TOTAL SALES		100.00	4,503,471.28	136.20
SFO uninvoiced (Apr & May, 2009)				
Sales Returns & Discounts				
Sales Discounts - FORTRESS SYSTEMS INTERNATIONAL	-1,070,477.86	78.43		
Sales Returns - FORTRESS SYSTEMS INTERNATIONAL	-294,406.37	21.57		
TOTAL SALES RETURNS & DISCOUNTS		100.00	-1,364,884.23	-41.28
Shipping				
Other Income				
Gain on Returns - FORTRESS SYSTEMS INTERNATIONAL	477.80	0.28		
Other Misc Income - FORTRESS SYSTEMS INTERNATIONAL	164,944.00	98.19		
Bad customers won't pay				
Non busin. activ. profit, Credit card - FORTRESS SYSTEMS INTERNATIONAL	2,568.21	1.53		
TOTAL OTHER INCOME		100.00	167,990.01	5.08
CMS Group Revenue				
TOTAL REVENUES			3,306,577.06	100.00
COGS & OE				
COst of Goods Sold				
Purchase - FORTRESS SYSTEMS INTERNATIONAL	1,498,197.78	166.84		
Modules Fee - FORTRESS SYSTEMS INTERNATIONAL	5,000.00	0.56		
Purchase paid w/o PR - FORTRESS SYSTEMS INTERNATIONAL	1,048.78	0.12		
Purchase Return (Credit from vendors) - FORTRESS SYSTEMS INTERNATIONAL	-606,243.21	-67.51		
TOTAL COST OF GOODS SOLD		100.00	898,003.35	24.54
Other mileage				
Purchase				
Discount, CM, Service--Vendors				
NEW G LIGHTS EXPENSES				
Beginning Inventory				
Building Expenses				
Selling Expenses				
Other Operating Expenses				
Ending Inventory				
Freight Expenses				
Warehouse Supply				
Technical Supply				
CMS Tech Group Mileage				
OPERATING EXPENSES				
NC E-procurement - FORTRESS SYSTEMS INTERNATIONAL	5,743.77	0.21		
Keith's Project Purchase - FORTRESS SYSTEMS INTERNATIONAL	5,706.85	0.21		
Custom Fee (Goods From China) - FORTRESS SYSTEMS INTERNATIONAL	20,370.88	0.74		
Car Cloud Project - FORTRESS SYSTEMS INTERNATIONAL	59,699.95	2.16		
installation - FORTRESS SYSTEMS INTERNATIONAL	107,558.37	3.89		
Intertek---Modem Certify - FORTRESS SYSTEMS INTERNATIONAL	42,685.00	1.55		
TEXAS DA FEE - FORTRESS SYSTEMS INTERNATIONAL	5,823.55	0.21		
SYNNEX VARNEX PROGRAM FEE - FORTRESS SYSTEMS INTERNATIONAL	1,500.00	0.05		
Shipping Cost - FORTRESS SYSTEMS INTERNATIONAL	46,743.93	1.69		
Telephone Expenses - FORTRESS SYSTEMS INTERNATIONAL	24,729.20	0.90		
Internet/Network Expenses - FORTRESS SYSTEMS INTERNATIONAL	5.99	0.00		

Income Statement (Period Range)
(Including Provisionally Posted Amounts)

Page # 0002

Account Description	Period 1 - 12 Amount	Percent	Total	Percent
Interest Expenses (Loan & Everest) - FORTRESS SYSTEMS INTERNATIONAL	14,000.00	0.51		
Employee Education Assistant - FORTRESS SYSTEMS INTERNATIONAL	2,176.71	0.08		
Depre. Expenses--Building & Others - FORTRESS SYSTEMS INTERNATIONAL	44,000.00	1.59		
Travelling & Lodging Expenses - FORTRESS SYSTEMS INTERNATIONAL	107,455.30	3.89		
Keith Barlow & Daniel Ttravel Exp. - FORTRESS SYSTEMS INTERNATIONAL	35,738.29	1.29		
MBFM.COM----Car Lease, BUs.Traveling - FORTRESS SYSTEMS INTERNATIONAL	4,398.11	0.16		
Gasoline - FORTRESS SYSTEMS INTERNATIONAL	714.37	0.03		
Legal & Professional Fees - FORTRESS SYSTEMS INTERNATIONAL	6,714.95	0.24		
Inventory Adjustments - FORTRESS SYSTEMS INTERNATIONAL	21,870.34	0.79		
Loss on Returns - FORTRESS SYSTEMS INTERNATIONAL	12.69	0.00		
Jason Cramer's expenses - FORTRESS SYSTEMS INTERNATIONAL	2,768.19	0.10		
David Jackson Expenses - FORTRESS SYSTEMS INTERNATIONAL	8,302.81	0.30		
Tracy Bowman's expenses - FORTRESS SYSTEMS INTERNATIONAL	1,679.83	0.06		
Jennifer Su, Exp. Educations Assistant - FORTRESS SYSTEMS INTERNATIONAL	3,745.27	0.14		
Eric Storey's expenses - FORTRESS SYSTEMS INTERNATIONAL	5,239.43	0.19		
Ronald Sevean expenses - FORTRESS SYSTEMS INTERNATIONAL	1,209.58	0.04		
Mark Cotton Expenses - FORTRESS SYSTEMS INTERNATIONAL	4,718.43	0.17		
Katie Sharkey Exp. - FORTRESS SYSTEMS INTERNATIONAL	729.99	0.03		
Heather Thomas Exp. - FORTRESS SYSTEMS INTERNATIONAL	4,547.24	0.16		
Tax Rounding Difference - FORTRESS SYSTEMS INTERNATIONAL	-0.02	0.00		
Advertizing & Exhibition Expenses - FORTRESS SYSTEMS INTERNATIONAL	107,528.72	3.89		
Show Fee - FORTRESS SYSTEMS INTERNATIONAL	10,363.97	0.38		
CHARITABLE CONTRIBUTION - FORTRESS SYSTEMS INTERNATIONAL	300.00	0.01		
COMMUNITY SERVICES - FORTRESS SYSTEMS INTERNATIONAL	1,200.00	0.04		
BANK AND MERCHANT FEES - FORTRESS SYSTEMS INTERNATIONAL	4,881.63	0.18		
SALARIES & WAGES - FORTRESS SYSTEMS INTERNATIONAL	377,863.02	13.68		
Contract Work wages - FORTRESS SYSTEMS INTERNATIONAL	137,307.06	4.97		
Consultant fee - FORTRESS SYSTEMS INTERNATIONAL	637,934.36	23.10		
Keith project labor - FORTRESS SYSTEMS INTERNATIONAL	87,157.84	3.16		
1042 Non Resident Alient compensation - FORTRESS SYSTEMS INTERNATIONAL	106,360.53	3.85		
Yang Hua, Shenzhen Consiltant Firm - FORTRESS SYSTEMS INTERNATIONAL	177,700.00	6.43		
YangHua Office Expenss - FORTRESS SYSTEMS INTERNATIONAL	308,788.80	11.18		
Yen Chris Expenses - FORTRESS SYSTEMS INTERNATIONAL	28,707.00	1.04		
REPAIR-LAWN,AUTO,OTHER MAINTAIN. - FORTRESS SYSTEMS INTERNATIONAL	7,533.29	0.27		
INSURANCE - FORTRESS SYSTEMS INTERNATIONAL	57,177.61	2.07		
401K expenses, Match - FORTRESS SYSTEMS INTERNATIONAL	14,000.00	0.51		
UTILITIES - FORTRESS SYSTEMS INTERNATIONAL	24,040.39	0.87		
OFFICE EXPENSES - FORTRESS SYSTEMS INTERNATIONAL	26,594.52	0.96		
TAXES AND LICENCES - FORTRESS SYSTEMS INTERNATIONAL	52,745.54	1.91		
Miscellaneous Expenses - FORTRESS SYSTEMS INTERNATIONAL	2,965.91	0.11		
TOTAL OPERATING EXPENSES		100.00	2,761,739.19	75.46
TOTAL COGS & OE			3,659,742.54	100.00
Net Income :			-353,165.48	

FORTRESS SYSTEMS INTERNATIONAL

Period - From	: 1, 2018	Date	: Sep 08, 2020
Period - To	: 12, 2018	Time	: 12:32:47PM
Location/Sub-Location	: ALL	User	: Xiaofei
Include Unposted Amount	: No		

Income Statement (Period Range) (Including Provisionally Posted Amounts)

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Account Description	Period 1 - 12 Amount	Percent	Total	Percent
Revenues				
Sales				
Sales Products - FORTRESS SYSTEMS INTERNATIONAL	4,183,144.49	100.00		
TOTAL SALES		100.00	4,183,144.49	111.14
SFO uninvoiced (Apr & May, 2009)				
Sales Returns & Discounts				
Sales Discounts - FORTRESS SYSTEMS INTERNATIONAL	-289,541.11	42.35		
Sales Returns - FORTRESS SYSTEMS INTERNATIONAL	-394,155.71	57.65		
TOTAL SALES RETURNS & DISCOUNTS		100.00	-683,696.82	-18.17
Shipping				
Other Income				
Gain on Returns - FORTRESS SYSTEMS INTERNATIONAL	483.69	0.18		
Other Misc Income - FORTRESS SYSTEMS INTERNATIONAL	263,573.00	99.72		
Bad customers won't pay				
Non busin. activ. profit, Credit card - FORTRESS SYSTEMS INTERNATIONAL	250.00	0.09		
TOTAL OTHER INCOME		100.00	264,306.69	7.02
CMS Group Revenue				
TOTAL REVENUES			3,763,754.36	100.00
COGS & OE				
COst of Goods Sold				
Purchase - FORTRESS SYSTEMS INTERNATIONAL	1,685,903.55	185.11		
Purchase paid w/o PR - FORTRESS SYSTEMS INTERNATIONAL	425.43	0.05		
Purchase Return (Credit from vendors) - FORTRESS SYSTEMS INTERNATIONAL	-775,563.70	-85.16		
CMS Technical Service Repairs/Supplies - FORTRESS SYSTEMS INTERNATIONAL	-11.38	0.00		
TOTAL COST OF GOODS SOLD		100.00	910,753.90	24.25
Other mileage				
Purchase				
Discount, CM, Service--Vendors				
NEW G LIGHTS EXPENSES				
Begining Inventory				
Building Expenses				
Selling Expenses				
Other Operating Expenses				
Ending Inventory				
Freight Expenses				
Warerhouse Supply				
Technical Supply				
CMS Tech Group Mileage				
OPERATING EXPENSES				
NC E-procorsment - FORTRESS SYSTEMS INTERNATIONAL	399.72	0.01		
Keith's Project Purchase - FORTRESS SYSTEMS INTERNATIONAL	1,640.07	0.06		
Custom Fee (Goods From China) - FORTRESS SYSTEMS INTERNATIONAL	11,899.20	0.42		
Depalma Redesign Mobile App. - FORTRESS SYSTEMS INTERNATIONAL	40,105.00	1.41		
Verizon Tech - FORTRESS SYSTEMS INTERNATIONAL	3,296.65	0.12		
Car Cloud Project - FORTRESS SYSTEMS INTERNATIONAL	73,523.45	2.58		
installation - FORTRESS SYSTEMS INTERNATIONAL	174,016.42	6.12		
Intertek---Modem Certify - FORTRESS SYSTEMS INTERNATIONAL	9,059.00	0.32		
Coastal Repair, Onsite damaged SC-GMS, - FORTRESS SYSTEMS INTERNATIONAL	664.84	0.02		
TEXAS DA FEE - FORTRESS SYSTEMS INTERNATIONAL	1,833.40	0.06		

Income Statement (Period Range)
(Including Provisionally Posted Amounts)

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Account Description	Period 1 - 12 Amount	Percent	Total	Percent
SYNNEX VARNEX PROGRAM FEE - FORTRESS SYSTEMS INTERNATIONAL	500.00	0.02		
Shipping Cost - FORTRESS SYSTEMS INTERNATIONAL	46,837.38	1.65		
Shipping Cost - RALEIGH WAREHOUSE	7.60	0.00		
Telephone Expenses - FORTRESS SYSTEMS INTERNATIONAL	24,987.92	0.88		
Interest Expenses (Loan & Everest) - FORTRESS SYSTEMS INTERNATIONAL	11,600.00	0.41		
Research & Development expenses---Hanyun - FORTRESS SYSTEMS INTERNATIONAL	50,000.00	1.76		
Employee Education Assistant - FORTRESS SYSTEMS INTERNATIONAL	2,500.00	0.09		
Depre. Expenses--Building & Others - FORTRESS SYSTEMS INTERNATIONAL	48,000.00	1.69		
Travelling & Lodging Expenses - FORTRESS SYSTEMS INTERNATIONAL	122,334.69	4.30		
Keith Barlow & Daniel Ttravel Exp. - FORTRESS SYSTEMS INTERNATIONAL	1,717.95	0.06		
Chris-Cunnupp Expenses - FORTRESS SYSTEMS INTERNATIONAL	9,497.73	0.33		
MBFM.COM----Car Lease, BUs.Traveling - FORTRESS SYSTEMS INTERNATIONAL	13,189.92	0.46		
Legal & Professional Fees - FORTRESS SYSTEMS INTERNATIONAL	29,541.60	1.04		
Inventory Adjustments - FORTRESS SYSTEMS INTERNATIONAL	13,793.27	0.48		
Loss on Returns - FORTRESS SYSTEMS INTERNATIONAL	6.97	0.00		
Jason Cramer's expenses - FORTRESS SYSTEMS INTERNATIONAL	12,980.12	0.46		
David Jackson Expenses - FORTRESS SYSTEMS INTERNATIONAL	3,678.88	0.13		
Tracy Bowman's expenses - FORTRESS SYSTEMS INTERNATIONAL	372.00	0.01		
Purchase Price Variance - FORTRESS SYSTEMS INTERNATIONAL	-22,878.13	-0.80		
Mark Cotton Expenses - FORTRESS SYSTEMS INTERNATIONAL	5,164.38	0.18		
Heather Thomas Exp. - FORTRESS SYSTEMS INTERNATIONAL	812.43	0.03		
Tax Rounding Difference - FORTRESS SYSTEMS INTERNATIONAL	-0.01	0.00		
Advertizing & Exhibition Expenses - FORTRESS SYSTEMS INTERNATIONAL	105,498.73	3.71		
Show Fee - FORTRESS SYSTEMS INTERNATIONAL	2,573.40	0.09		
CHARITABLE CONTRIBUTION - FORTRESS SYSTEMS INTERNATIONAL	1,000.00	0.04		
BANK AND MERCHANT FEES - FORTRESS SYSTEMS INTERNATIONAL	738.99	0.03		
SALARIES & WAGES - FORTRESS SYSTEMS INTERNATIONAL	465,832.00	16.37		
Consultant fee - FORTRESS SYSTEMS INTERNATIONAL	712,642.08	25.05		
Keith project labor - FORTRESS SYSTEMS INTERNATIONAL	814.00	0.03		
1042 Non Resident Alient compensation - FORTRESS SYSTEMS INTERNATIONAL	107,000.00	3.76		
Yang Hua, Shenzhen Consltant Firm - FORTRESS SYSTEMS INTERNATIONAL	191,700.00	6.74		
YangHua Office Expenss - FORTRESS SYSTEMS INTERNATIONAL	405,408.29	14.25		
INSURANCE - FORTRESS SYSTEMS INTERNATIONAL	42,789.35	1.50		
401K expenses, Match - FORTRESS SYSTEMS INTERNATIONAL	1,500.00	0.05		
UTILITIES - FORTRESS SYSTEMS INTERNATIONAL	30,174.28	1.06		
OFFICE EXPENSES - FORTRESS SYSTEMS INTERNATIONAL	34,718.34	1.22		
TAXES AND LICENCES - FORTRESS SYSTEMS INTERNATIONAL	51,687.39	1.82		
TOTAL OPERATING EXPENSES		100.00	2,845,159.30	75.75
TOTAL COGS & OE			3,755,913.20	100.00
Net Income :			7,841.16	

FORTRESS SYSTEMS INTERNATIONAL

Period - From	: 1, 2019	Date	: Sep 08, 2020
Period - To	: 12, 2019	Time	: 12:30:30PM
Location/Sub-Location	: ALL	User	: Xiaofei
Include Unposted Amount	: No		

Income Statement (Period Range) (Including Provisionally Posted Amounts)

Page # 0001

Account Description	Period 1 - 12 Amount	Percent	Total	Percent
Revenues				
Sales				
Sales Products - FORTRESS SYSTEMS INTERNATIONAL	3,500,995.83	100.84		
Vendor Services Group, Deferred Revenue - FORTRESS SYSTEMS INTERNATIONAL	-29,101.64	-0.84		
TOTAL SALES		100.00	3,471,894.19	84.00
SFO uninvoiced (Apr & May, 2009)				
Sales Returns & Discounts				
Sales Discounts - FORTRESS SYSTEMS INTERNATIONAL	-6,358.20	1.74		
Sales Returns - FORTRESS SYSTEMS INTERNATIONAL	-359,105.63	98.26		
TOTAL SALES RETURNS & DISCOUNTS		100.00	-365,463.83	-8.84
Shipping				
Other Income				
Gain on Returns - FORTRESS SYSTEMS INTERNATIONAL	83.81	0.01		
Other Misc Income - FORTRESS SYSTEMS INTERNATIONAL	1,009,848.70	98.34		
Bad customers won't pay				
Non busin. activ. profit, Credit card - FORTRESS SYSTEMS INTERNATIONAL	1,373.00	0.13		
Expenses Recovery--Vendor Refund - FORTRESS SYSTEMS INTERNATIONAL	15,634.67	1.52		
TOTAL OTHER INCOME		100.00	1,026,940.18	24.85
CMS Group Revenue				
TOTAL REVENUES			4,133,370.54	100.00
COGS & OE				
COst of Goods Sold				
Purchase - FORTRESS SYSTEMS INTERNATIONAL	1,204,520.16	113.40		
Purchase paid w/o PR - FORTRESS SYSTEMS INTERNATIONAL	5,502.82	0.52		
Purchase Return (Credit from vendors) - FORTRESS SYSTEMS INTERNATIONAL	-147,880.60	-13.92		
TOTAL COST OF GOODS SOLD		100.00	1,062,142.38	25.69
Other mileage				
Purchase				
Discount, CM, Service--Vendors				
NEW G LIGHTS EXPENSES				
Beginning Inventory				
Building Expenses				
Selling Expenses				
Other Operating Expenses				
Ending Inventory				
Freight Expenses				
Warehouse Supply				
Technical Supply				
CMS Tech Group Mileage				
OPERATING EXPENSES				
NC E-procurement - FORTRESS SYSTEMS INTERNATIONAL	2,570.63	0.08		
Keith's Project Purchase - FORTRESS SYSTEMS INTERNATIONAL	3,416.19	0.11		
Custom Fee (Goods From China) - FORTRESS SYSTEMS INTERNATIONAL	115,583.95	3.76		
Depalma Redesign Mobile App. - FORTRESS SYSTEMS INTERNATIONAL	5,100.00	0.17		
Yufei Shi, UI design --Surebus - FORTRESS SYSTEMS INTERNATIONAL	4,400.00	0.14		
Verizon Tech - FORTRESS SYSTEMS INTERNATIONAL	51,289.00	1.67		
Car Cloud Project - FORTRESS SYSTEMS INTERNATIONAL	54,669.98	1.78		
installation - FORTRESS SYSTEMS INTERNATIONAL	185,669.07	6.04		

Income Statement (Period Range)
(Including Provisionally Posted Amounts)

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Account Description	Period 1 - 12 Amount	Percent	Total	Percent
WAREHOUSE SUPPLIES & Labor - FORTRESS SYSTEMS INTERNATIONAL	192.00	0.01		
TEXAS DA FEE - FORTRESS SYSTEMS INTERNATIONAL	3,241.15	0.11		
Shipping Cost - FORTRESS SYSTEMS INTERNATIONAL	33,368.10	1.09		
Telephone Expenses - FORTRESS SYSTEMS INTERNATIONAL	27,339.35	0.89		
Interest & Finance Charges - FORTRESS SYSTEMS INTERNATIONAL	108,713.05	3.54		
Interest Expenses (Loan & Everest) - FORTRESS SYSTEMS INTERNATIONAL	8,000.00	0.26		
Research & Development expenses---Hanyun - FORTRESS SYSTEMS INTERNATIONAL	474,920.00	15.46		
Hanyun Agent Fee---Linda Li - FORTRESS SYSTEMS INTERNATIONAL	4,470.59	0.15		
Li Min Dividend payment, 1099 - FORTRESS SYSTEMS INTERNATIONAL	4,500.00	0.15		
Employee Education Assistant - FORTRESS SYSTEMS INTERNATIONAL	4,690.60	0.15		
Depre. Expenses--Building & Others - FORTRESS SYSTEMS INTERNATIONAL	42,000.00	1.37		
Travelling & Lodging Expenses - FORTRESS SYSTEMS INTERNATIONAL	128,062.37	4.17		
Steve Sampson Exp. - FORTRESS SYSTEMS INTERNATIONAL	3,061.16	0.10		
Chris-Cunnupp Expenses - FORTRESS SYSTEMS INTERNATIONAL	18,971.48	0.62		
MBFM.COM---Car Lease, BUs.Traveling - FORTRESS SYSTEMS INTERNATIONAL	13,192.15	0.43		
Gasoline - FORTRESS SYSTEMS INTERNATIONAL	72.27	0.00		
Legal & Professional Fees - FORTRESS SYSTEMS INTERNATIONAL	118,507.92	3.86		
Inventory Adjustments - FORTRESS SYSTEMS INTERNATIONAL	7,914.46	0.26		
Jason Cramer's expenses - FORTRESS SYSTEMS INTERNATIONAL	6,970.50	0.23		
Purchase Price Variance - FORTRESS SYSTEMS INTERNATIONAL	10,982.95	0.36		
Mark Cotton Expenses - FORTRESS SYSTEMS INTERNATIONAL	3,192.54	0.10		
Advertizing & Exhibition Expenses - FORTRESS SYSTEMS INTERNATIONAL	105,128.88	3.42		
BANK AND MERCHANT FEES - FORTRESS SYSTEMS INTERNATIONAL	9,276.83	0.30		
SALARIES & WAGES - FORTRESS SYSTEMS INTERNATIONAL	841,285.95	27.38		
Consultant fee - FORTRESS SYSTEMS INTERNATIONAL	313,196.37	10.19		
1042 Non Resident Alient compensation - FORTRESS SYSTEMS INTERNATIONAL	88,800.00	2.89		
Yang Hua, Shenzhen Consiltant Firm - FORTRESS SYSTEMS INTERNATIONAL	57,730.00	1.88		
YangHua Office Expenss - FORTRESS SYSTEMS INTERNATIONAL	2,809.15	0.09		
REPAIR-LAWN,AUTO,OTHER MAINTAIN. - FORTRESS SYSTEMS INTERNATIONAL	5,674.02	0.18		
INSURANCE - FORTRESS SYSTEMS INTERNATIONAL	48,829.39	1.59		
UTILITIES - FORTRESS SYSTEMS INTERNATIONAL	30,571.95	0.99		
OFFICE EXPENSES - FORTRESS SYSTEMS INTERNATIONAL	20,798.95	0.68		
TAXES AND LICENCES - FORTRESS SYSTEMS INTERNATIONAL	103,515.61	3.37		
TOTAL OPERATING EXPENSES		100.00	3,072,678.56	74.31
TOTAL COGS & OE			4,134,820.94	100.00
Net Income :			-1,450.40	