

COMPLETED

Los Rios Community College District

PURCHASE ORDER NO 0001116904

Purchasing: (916)568-3071 * FAX (916) 568-3145
LRCCDpurchase@losrios.edu

Accounting Ops: (916)568-3065 * FAX (916) 286-3636
Acctg-ops@losrios.edu

Date 07/27/2021	Revision	Page 1
Payment Terms NET 30	Freight Terms Shipping Point	Ship Via Best Method
Reference: 1031109 SENEALM ROUILLERS	Location / Dept 04ASPH43 STUSVC	

PLEASE SEE TERMS AND CONDITIONS APPENDED TO THIS PO

Supplier: 0000046100
LUXER ONE
PO BOX 844335
BOSTON MA 02284-4335

Phone: (916) 871-1357

email: accounting@luxerone.com , davec@luxerone.com

Ship To: FOLSOM LAKE COLLEGE
RECEIVING
10 COLLEGE PARKWAY
FOLSOM CA 95630-6798
United States

Bill To: LRCCD
Invoice to: acctg-ops@losrios.edu
1919 Spanos Court
Sacramento CA 95825-3981
United States

Tax Exempt? N

Line-Sch	Item/Description	Quantity UOM	PO Price	Extended Amt	Due Date
1- 1	HARDWARE	1.00 LOT	17,952.00	17,952.00	08/10/2021
2- 1	ROOFKITS	1.00 LOT	1,593.75	1,593.75	08/10/2021
3- 1	SHIPPING	1.00 EA	2,138.40	2,138.40	08/10/2021

INSTALLATION & SUPPORT PKG - PO 0001116886

FLC RECEIVING HOURS: M-TH, 10AM - 2PM

PAID

CHECK #: 0094823948

DATE: 1/25/22

AMOUNT \$: 13447.71,5763.30,1202.08,515.19,1612.89,691.24

VOUCHER #: 00616933

Sub Total Amount	21,684.15
Sales Tax Amount	1,514.80
Total PO Amount	23,198.95

BU	Acct	Fd	Org	Prog	Sub	Proj	Amount	BYear
GENFD	4500	12	FL.VI.LIBR	61200	00000	384B	6,959.69	2022
GENFD	4500	12	FL.VS.DIVS	69600	00000	384B	16,239.26	2022

0001031109CHAVEZA26-JUL-2021

Verification of this purchase order can be made using the Los Rios Community College District web site listed below.

All shipments, invoices, and correspondence must be identified with our Purchase Order Number. Overshipments will not be accepted unless authorized by Buyer prior to shipment.

Authorized Signature



Notice to vendor: You are responsible for delivering good and delivery documents to the Receiving Department at the site. Failure to so do will delay payment processing. Vendor is responsible for obtaining verification of delivery by authorized Receiving Room personnel. Receipt of good by other parties and failure to obtain authorized signatures may also delay payment. NOTE: PAYMENT TERMS NET 30 MATERIAL SAFETY DATA SHEETS (MSDS) must be provided with the delivery of product as required by law.

Requisition

Supplier: LUXER ONE
 PO BOX 844335
 BOSTON MA 02284-4335
 United States

0000046100

Phone: (916) 871-1357
email: accounting@luxerone.com , davec@luxerone.com

Ship To: RECEIVING
 10 COLLEGE PARKWAY
 FOLSOM CA 95630-6798

Business Unit: GENFD OPEN	
Req ID: 0001031109	Date: 07/01/2021
Page 1	
Requisition Name: LUXER ONE	
Requester Molly Senecal	
Requester Signature	
Buyer: Brenda Haney	
Approved:	
Entered By: KRAVCHUA 22-JUN-2021	

Line-Schd	Description	Quantity	UOM	Price	Extended Amt	Due Date
1-1	HARDWARE	1	EA	17,952.00	17,952.00	
2-1	ACCESSORIES	1	EA	1,593.75	1,593.75	
3-1	SHIPPING	1	EA	2,138.40	2,138.40	
4-1	INSTALLATION	1	EA	3,790.00	3,790.00	
5-1	SUPPORT PACKAGE	1	EA	1,584.00	1,584.00	

27,058.15 Sub-total
1,076.42 Est. tax

Total Requisition Amount: 28,134.57

PACKAGE CONCIEGE QUOTE

3RD QUOTE REQUEST - NO RESPONSE

LUXOR ONE QUOTE

BU	Acct	Fd	Org	Prog	Sub	Proj	Amount
GENFD	4500	12	FL.VI.LIBR	61200	00000	384B	8,117.45
GENFD	4500	12	FL.VS.DIVS	69600	00000	384B	18,940.70

Purchases Charged to Catagorical Programs, Grants or Special Project.

Program Name: DIVS
 Project Grant: 384B
 Program Director: Molly Senecal
 Program Goal: COVID Student Access and Success

Approval Signature	Approval Signature	Approval Signature
---------------------------	---------------------------	---------------------------

From: [Harman, Joany](#)
To: [Taylor, Jennifer](#)
Cc: [Senecal, Molly](#); [Kravchuk, Alina](#)
Subject: Fw: 0001031109 LUXER ONE
Date: Wednesday, July 21, 2021 9:48:00 AM
Attachments: [07-16-21 Folsom Lake College PackageConcierge Overview.pdf](#)

Jen - this is for you. Thanks.

From: Senecal, Molly <SenecaM@flc.losrios.edu>
Sent: Wednesday, July 21, 2021 9:45 AM
To: Kravchuk, Alina <KravchA@flc.losrios.edu>; Harman, Joany <harmanj@flc.losrios.edu>
Subject: Re: 0001031109 LUXER ONE

Hi Joany,

I received an additional quote from Package Concierge (see attached, page 23.) I had a phone call with schoollockers.com (they were one of the other companies that CRC got a quote from) and on the phone call, they declined to submit a quote saying that with everyone wanting these lockers, they recommended that I reach out to a California based vendor, which is Luxor One.

With this in mind, can we please move ahead? Will this suffice? I have not been able to find another vendor in California to receive a quote from.

Thanks,

Molly Senecal, Ed.D. | Dean of Student Success, Title IX Officer
Folsom Lake College | 10 College Parkway | Folsom, CA 95630
p. 916.608.6688 | SenecaM@flc.losrios.edu | www.flc.losrios.edu
Pronouns: She/Her/Hers

Together we stand in solidarity with our Black community, our students, staff, and faculty at FLC, to fight against systemic inequity, injustice, and racism.

From: Kravchuk, Alina <KravchA@flc.losrios.edu>
Sent: Friday, July 9, 2021 8:31 AM
To: Harman, Joany <harmanj@flc.losrios.edu>; Senecal, Molly <SenecaM@flc.losrios.edu>
Subject: RE: 0001031109 LUXER ONE

Hello Joany,

I have attached the Luxer quote & once we receive the comparative quotes, we will attach them.

Thank you Joany!
Alina

Alina Kravchuk | Administrative Assistant to Kellie Butler, Dean of Student Services & Molly Senecal, Dean of Student Success

Folsom Lake College | (916) 608-6769 | KravchA@flc.losrios.edu

-----Original Message-----

From: harmanj@flc.losrios.edu <harmanj@flc.losrios.edu>

Sent: Friday, July 9, 2021 8:27 AM

To: Kravchuk, Alina <KravchA@flc.losrios.edu>; Senecal, Molly <SenecaM@flc.losrios.edu>

Subject: 0001031109 LUXER ONE

Workflow Notification

Priority:

Date Sent: 2021-07-09

Sent To: Kravchuk,Alina/W1381238;Senecal,Molly F./W0905322

cc:

Please click on the link below to access this transaction:

https://fs.losrios.edu/psp/staff_1/EMPLOYEE/ERP/c/REQUISITION_ITEMS.REQUISITIONS.GBL?Page=REQ_FORM&BUSINESS_UNIT=GENFD&REQ_ID=0001031109&Action=U

Message Text:

Please attach Luxer quote and comparative quotes. OLR cannot be moved forward without these items.

After reviewing and updating the requisition, please notify the next recipient

LUXER[®]
ONE

Welcome
Folsom Lake College
July 2021

Camilo Asturias –
P: 916.249.1175
E: camiloa@luxerone.com
www.luxerone.com



The Luxer One Difference

This is why we are the #1 Item Management System



Powered by Apple iOS

The world's most secure operating system



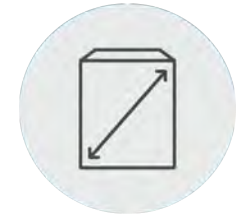
12-Gauge Steel

Built to withstand extensive use



Field Adaptable

Reconfigurable door sizes, easy to replace & repair



Oversized & Overflow

Accepts maximum size & weight parcel carriers deliver



24/7 Video Surveillance

Cloud-based cameras monitor full locker area & reduce customer service calls



Real-time Synchronization

Powerful Apple iOS software & flexible user portals with live sync



Remote Monitoring

Real-time monitoring with 99.9% uptime




100% of Packages Accepted

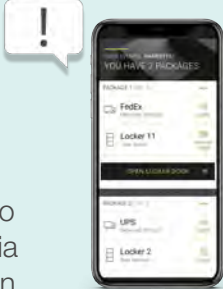
Patent pending software makes our system a favorite of carriers

The Future is Contactless


With Luxer One's Mobile App for iOS and Android, Residents can now pick up from the lockers with no contact.



1
Contactless Delivery
Items are delivered to the secure lockers via onboard touchscreen






2
Notification
The Luxer One app alerts the recipient of their delivery.



3
Contactless Pickup
At their convenience, the recipient uses their phone to pop open the locker and receive their items - with no touch!



-  Physical Distancing without Sacrificing Security
-  Industry's #1 Mobile Controlled Lockers
-  Fast and Safe

Customize Your Look

Choose from four standard locker colors



Silver
(RAL 9006)
Default


Black
(RAL 9005)

Brown
(RAL 8028)

White
(RAL 9016)

Or Go Bold!

Ask about custom trim pieces, custom colors, full wraps, and adding your community's branding.

 Check out #LuxerOne



The Luxer One Outdoor Lockers

Specially engineered for the great outdoors



LED lit roof shields against elements



Made of 12-gauge galvanized steel



Bolted system withstands extreme conditions
(up to category 5 winds)



Outdoor-safe cameras for surveillance



Temperature regulation system for
onboard electronics



Water intrusion protection



**ADA-compliant concrete pad required*

Your Perfect Pricing Option



Buy Now

CCC Discount:	-\$3,516.75
Main	\$7,968.75
Add-on (24)	\$5,308.25
Add-on (14)	\$4,675.00
Hardware Total:	\$17,952.00
Roofkits:	\$1,593.75
Shipping:	\$2,138.40
Installation:	\$3,790.00
Estimated Tax:	\$1,515.00

Total Price \$26,989.15

+ Choose a Support Package *(Billed Annually, not included in total)*

Signature Support	+\$2,256.00/Year
Lite Support	+\$1,584.00/Year

Your New System



Color Selected (Selected)

Outdoor Lockers:



1 Main Unit



1 14-Door Unit



1 24-Door Unit

Accessories:



3 Protective Roof Kit (as shown above)



1 Surveillance Camera



0 Handheld Touchscreen



No Custom Wrap



No Combination Package Room



0 Assistive Controller

What You're Getting:

Locker Compartments



0 oversized (15 package capacity)



0 extra tall



2 large



22 medium



29 small

3 Towers

53

Package Capacity

Specifications

Tower Dimensions: 23"D x 37.5"W x 76"H

Full System Width: 112.5"W

Power: 120V duplex

Ethernet: CAT5/6 (RJ45 connector)

Industry Leading Support - Choose One

Google 4.8 ★★★★★ 1000+ Reviews

Residents love Luxer One



Exclusive to Luxer One



Comparable to competitor plans

Direct support line for users (24/7 live phone & email)	✓	✓
Technical support for users (24/7 live phone & email)	✓	✓
Software service & updates	✓	✓
99.9% uptime guarantee	✓	✓
Established national relationships with USPS Postmasters & all major delivery carriers	✓	✓
Integration with all major property management systems	✓	✓

+ Signature Features

	Dedicated Representative	Access to Team
Dedicated property account manager		
Electronics & labor warranty	3 years	1 year
Cloud-based 24/7 video surveillance system	✓	
Storage of video footage (30 days)	✓	
In-house video research support team	✓	
Complimentary annual technician check-up	✓	
Proactive system health monitoring	✓	

Timeline to Launch



1

Introduction & Design

Reach out to Luxer One for an advisory discussion. We'll collaborate to create the perfect locker installation for your needs.

Here's where we'll discuss floorplan, number of lockers, colors, and more.

2

Order Your Lockers

Once you're happy with your proposed locker system, e-sign the sales order to order your lockers. We'll take it from there!

RECOMMENDATION

At minimum, please order your lockers 8-12 weeks before your desired install date.

3

Turnkey Integration & Setup

We'll connect you with your dedicated Luxer One Project Manager, who will be with you every step of the way.

Your dedicated Project Manager will take care of installation, tenant directory integration, any desired fee setup, training your staff, and will connect you with all of Luxer One's resources and experience.

4

Launch Day

Welcome to package bliss!

Our proven process has helped thousands of communities solve their package problem. We're excited to start working with you!



LUXER[®]
ONE

Thank you
Folsom Lake
College
July 2021

Camilo Asturias –
P: 916.249.1175
E: camiloa@luxerone.com
www.luxerone.com



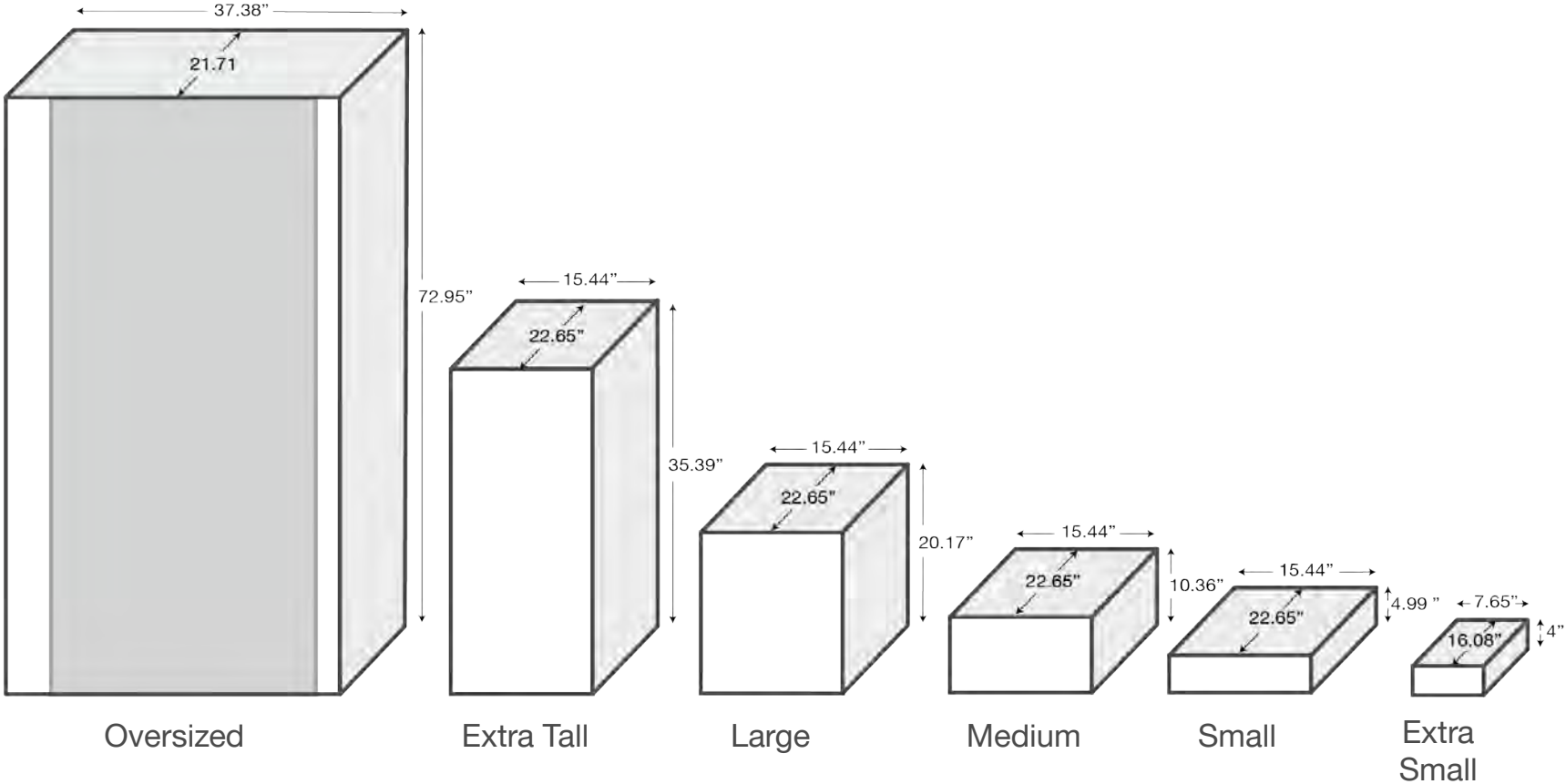
Technical Specifications



	Indoor	Outdoor
Leveling	Leveling feet	Leveling feet Outdoor mount brackets
Operating Temperature	41°F to 113° (5°C to 45°C)	-4° to 113°F (-20°C to 45°C)
Humidity	0-95% RH, non-condensing	0-95% RH, non-condensing
Power Consumption	.4A nominal 1A peak* Luxer Fridge: 1.5A	.7A nominal 6.25A peak*
AC Voltage	Recommended: 120VAC Minimum: 110VAC 50/60Hz nominal	Recommended: 120VAC Minimum: 110VAC 50/60Hz nominal
Ethernet/Data	CAT6 with RJ45 jack Minimum upload speed: 1.5MB DHCP connection with open port preferred	CAT6 with RJ45 jack Minimum upload speed: 1.5MB DHCP connection with open port preferred

*Based on single row of up to 8 locker towers including Main

Internal Compartment Dimensions



 PACKAGE
CONCIERGE®



Automated Locker Overview

Proprietary and Confidential – July 20, 2021

Agenda



- Project Overview
- Why Us!
- Hardware Overview
- Software Overview & Demonstration
- Sample System Overview & Pricing
- Discuss Next Steps



Goals:

- Equipment Loan – Categorical Programs
- Basic Needs – Non-perishable food, clothes, tech
- Library – Book pick up

Site locations: 1

Timing: 2H 2021

Install Location: Outside

Est. Transactions per day: TBD

Est. Dwell time: 1-3 days

Software: Multiple

Integrated/Non-Integrated: Non-Integrated

Compartment Sizes: (Estimated)

- Varied – Design to Molly's specifications



Experience & Expertise

- Vertically Integrated
- 2,300+ systems sold / 60M+ transactions successfully completed
- Fully managed service, including installation and customer service/support
- 85-year history postal and parcel solutions (Experience: USPS sole-source supplier)
- Division of \$1B Gibraltar Industries (NASDAQ: ROCK)
 - Leading manufacturer and distributor of building products for industrial, infrastructure, residential, and renewable energy and conservation markets
- Made in USA
 - 180,000 sq. ft. in Manhattan, KS
 - Up to 400,000 flex space in other locations across the U.S.

Flexibility- Hardware

- Dual-Source Supply Chain
- In-house Engineering Team
- Patent Pending Configurable System
- Options for installation location (indoor/outdoor)
- Oversize locker options

Flexibility- Software

- Proprietary, purpose-built for retail
- Multiple Use-Cases
- Integrated/Non-Integrated options

Automated Lockers... User Feedback



✓ **Fast**

✓ **Free**

✓ **Easy**

1- Scan



2-Retrieve



3- GO!!



Source: Kurt Salmon Consumer Insights 11/2018

Automated Lockers... Customer Satisfaction

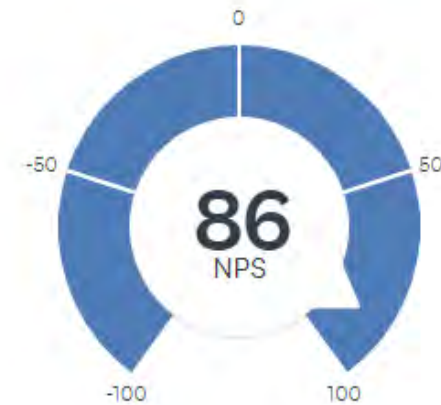
How would you rate your overall experience using the locker to retrieve your order?



Average overall experience of using
Package Concierge locker= **9.5/10**

"Loved the experience! Never seen anything like this before"

How likely is it that you would recommend the locker to a family member, friend or colleague?

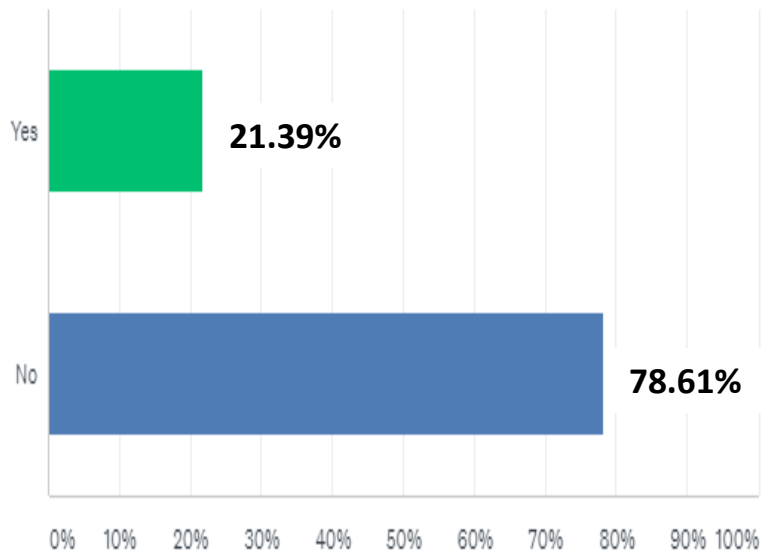


"Locker usage experience was great."

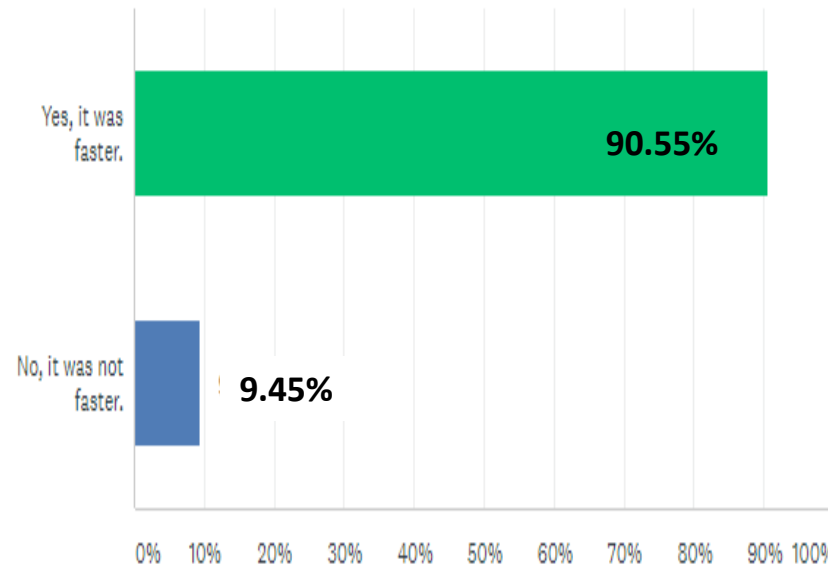
Source: Package Concierge Retail Customer Satisfaction Survey –Annual Results 2019

Automated Lockers... Customer Satisfaction

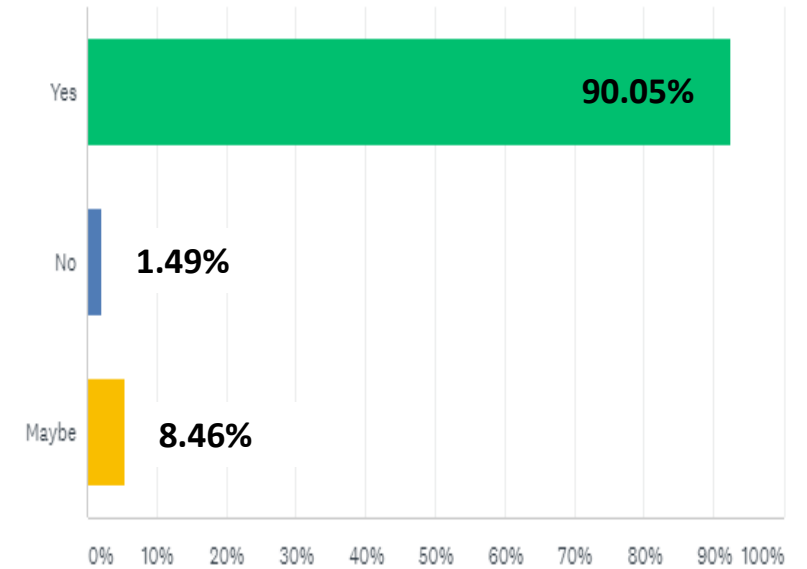
Other than at this retail location, have you ever **used a locker system before** to pick-up or return an item?



In your experience, was it **faster to use the locker to retrieve your order** than it would have been to retrieve it from an associate at the customer service counter?

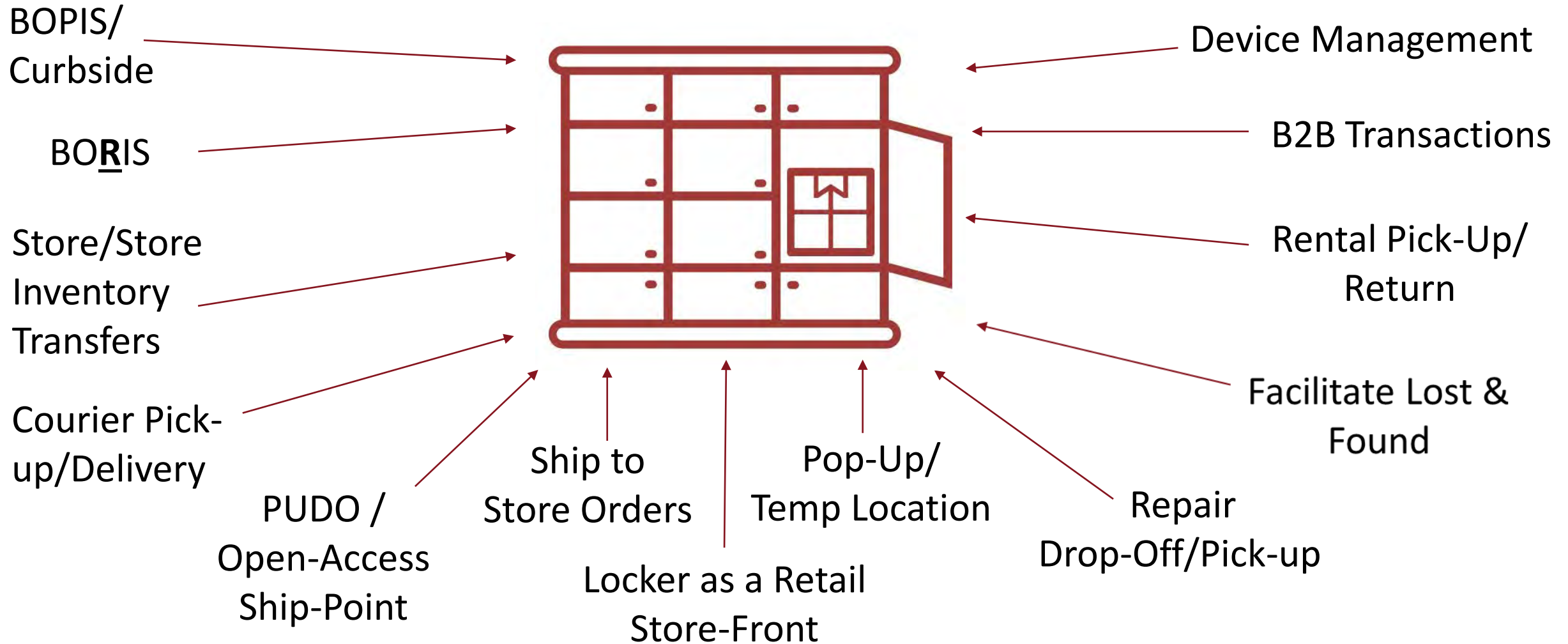


Would you like to **use the locker system again** in the future to pick-up an order?



Source: Package Concierge Retail Customer Satisfaction Survey – Annual Results 2019

Multiple Use-Cases



HARDWARE OVERVIEW

2 Components of a Locker System

1 Kiosk Module

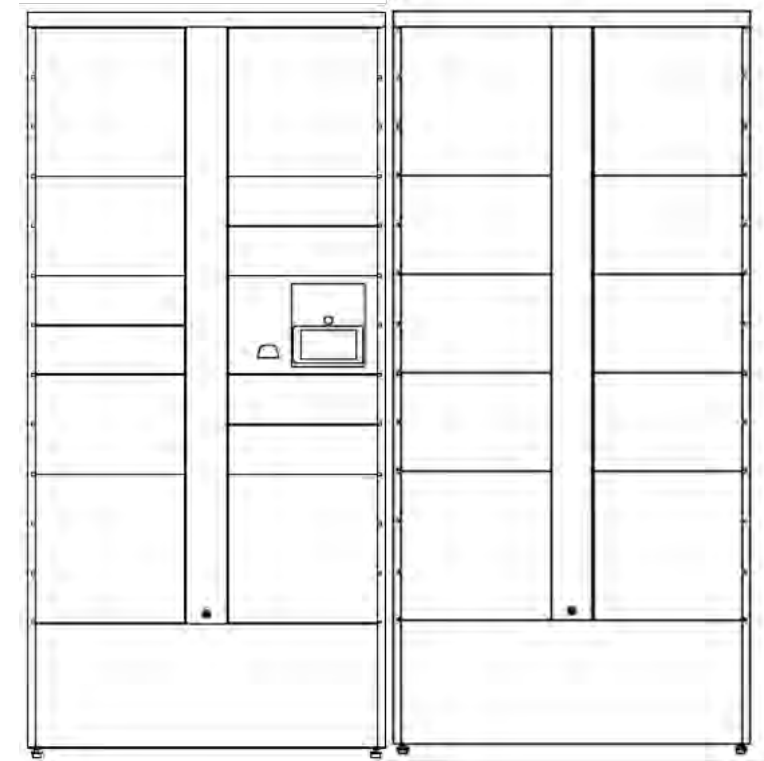
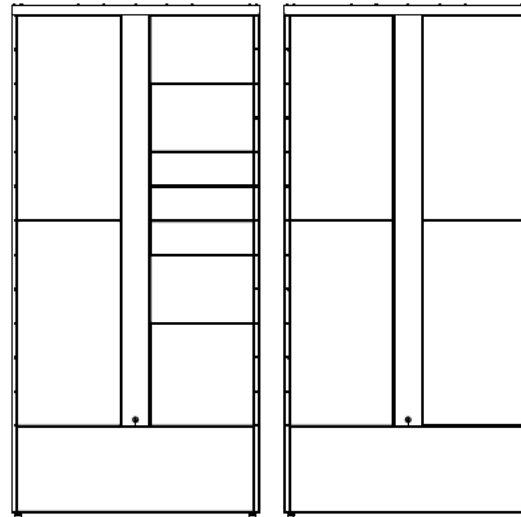
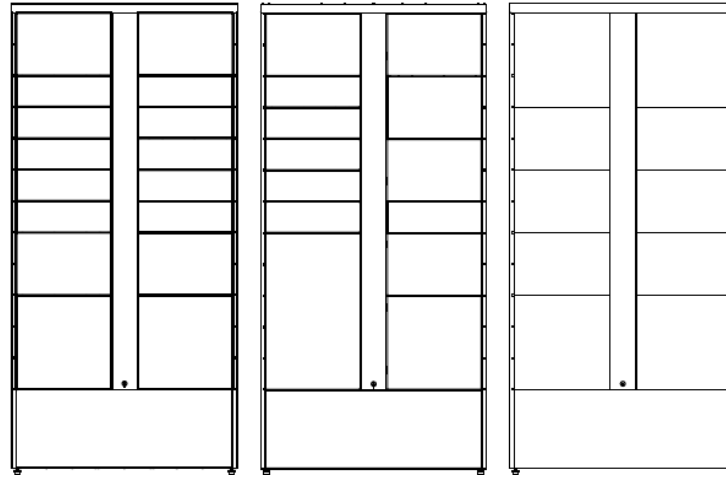
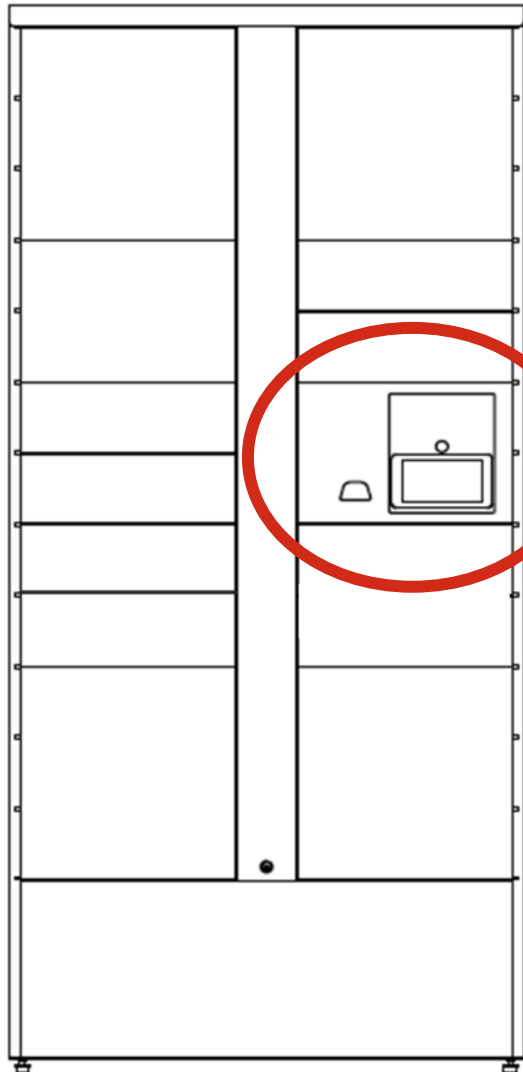
+

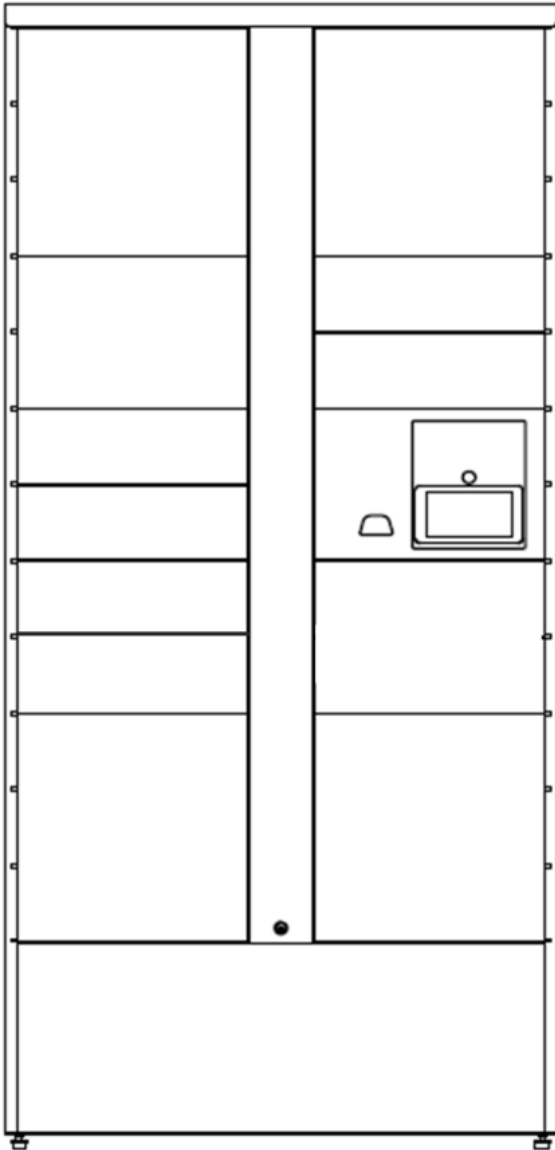
2 Locker Module/s

=

System

1 Kiosk Module
+ X Locker Modules/s
Locker System





- Installation: Indoor or Outdoor; Wall or Floor Mount
 - Outdoor Temp Rating -10°F to 125°F
- Still camera (with video capability)
- Bar-code Scanner
- Physical security features-based U.S. Postal Service mailbox application and deployment
- Purpose-built components: robust functionality, flexible, individually serviceable
- In-house engineering specializing in package/parcel automation, integration and management solutions
- Door/lock mechanism provides audible and visible location cue
- ADA physical access compliant
- Plug-&-Play module expansion to accommodate system growth
- Connection:
 - Electrical- Hardwired
 - Internet- Ethernet, Wi-Fi or Cellular

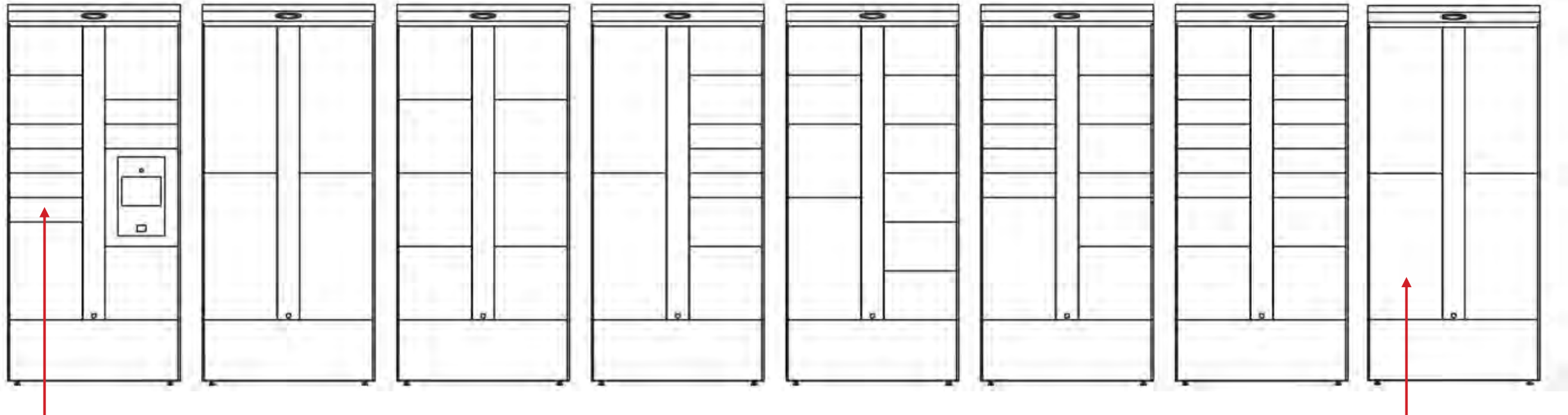
Kiosk

Module

Every System
MUST contain a
kiosk module.

Locker Modules

A system can include as many locker modules as
necessary to accommodate volume needs.



Smallest Compartment
4.8" H x 13.5" W x 22.5" D

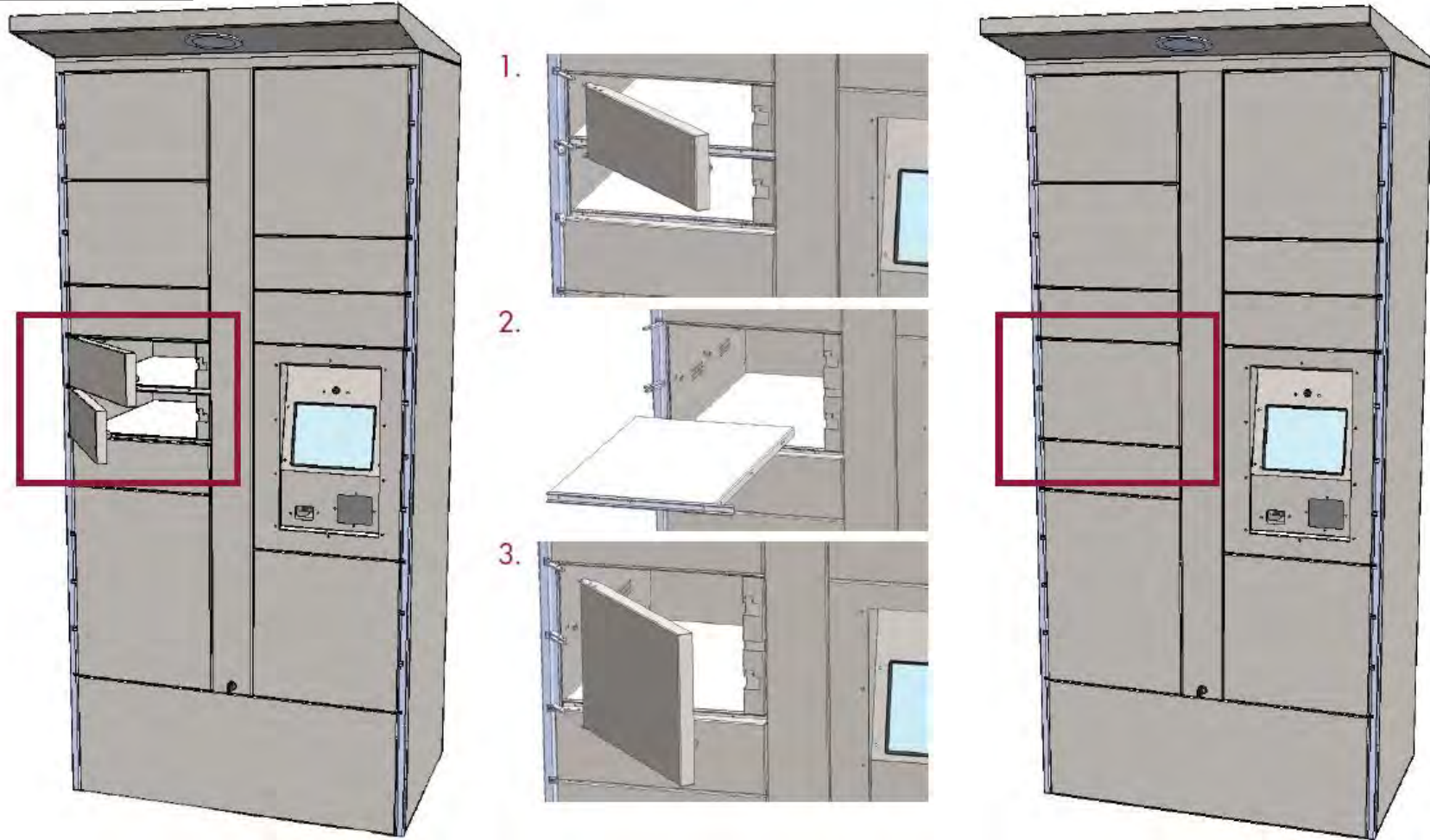
6 different
compartment size
options

Type	Height	Width	Depth
1-High	4.8		
2-High	10.2		
3-High	15.6		
4-High	21	13.5	22.5
5-High	26.4		
6-High	31.8		
D6-High	31.8		

Largest Compartment
31.8" H x 13.5" W x 22.5" D

Available in Element Series Outdoor/Indoor systems

- **Patent-pending** field-configurable lockers allow you to change the physical number of locker compartments in a system.
- The flexibility **future-proofs your locker investment** by giving you the ability to address locker size needs on a store-by-store basis.
- This **innovation** was developed in response to the market telling us more **flexibility** in locker system configuration is needed due to the dynamic retail environment.
- Reconfiguring is a **simple process** that can be done by our field service team or your store personnel.



The images above illustrate changing a system from 2- single lockers to 1-larger locker.

Chimney Effect

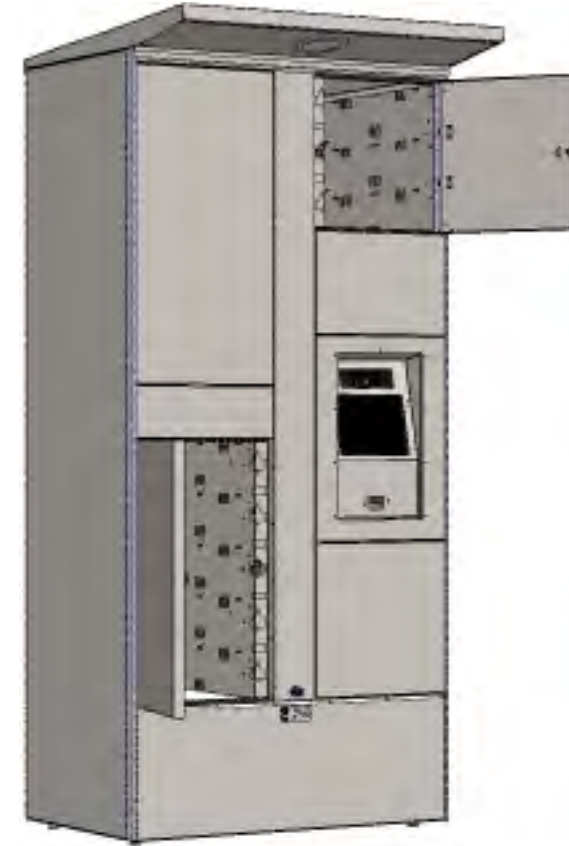
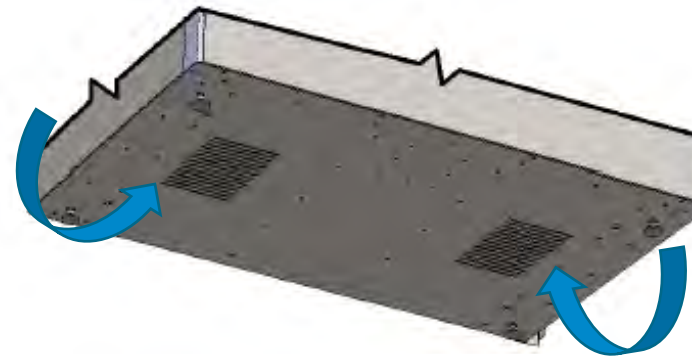
When outdoor air temperatures rise, and exposure to the sun warms the locker body, the air temperature inside increases causing the air to convectively flow upward and exit through louvered vents located in the top-rear



Ventilation slots located throughout the locker interior provide pathways for warm rising air



As warm air rises through the interior of the locker, cooler outdoor air located near the ground is drawn in through ventilation slots cut in the bottom of the locker



Element Series
Locker Module

Locker Management System (LMS) Software Overview

Virtual Demonstration



NON-INTEGRATED

- Create transaction via web-app
- Manual customer order info entry required
- Communication to store and customer sent from our system

Pro

- Quick way to proof of concept

Con

- Store manually enters some info

INTEGRATED

- LMS- Locker Management System
- Proprietary, purpose-built locker software
- REST + JSON API supports integration with existing retailer systems

Pro

- Requires no manual data entry at store-level

Con

- Investment in writing integration before proof of concept.

Locker Workflow



Store

Non-Integrated



Customer places order



Store picks/packs order; order ready for pick-up



Store enters Customer info into web app. Info Needed: First Name/Last Name, Email Address, Cell Phone (optional for text message)



Store deposits order into locker. Store System receives confirmation once order is deposited

Customer Picks-Up Order



Customer



Customer receives confirmation their order is ready for pick-up (including bar code/pick-up code)



Customer enters PIN or scans barcode and retrieves order from locker



Store System receives confirmation that Customer has picked-up order

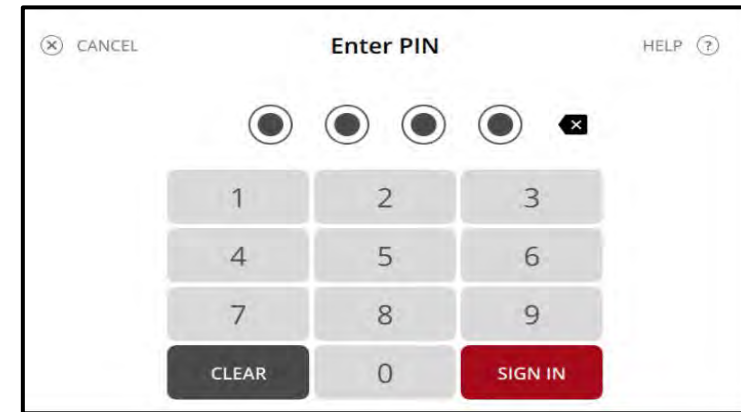
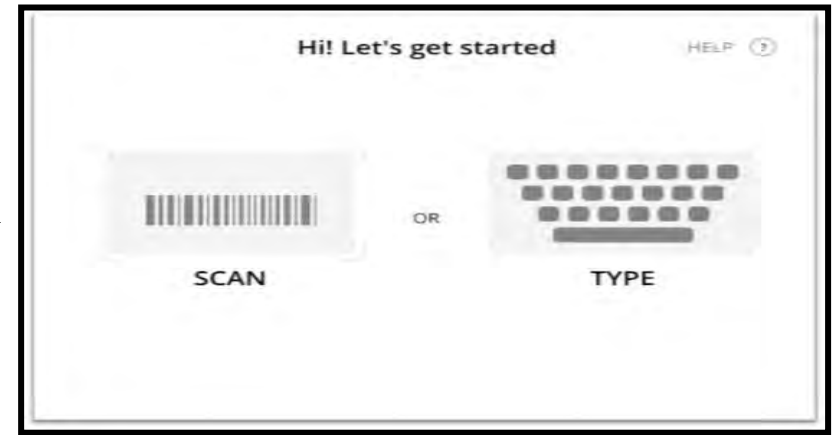


Customer receives “thank you” confirmation that order has been picked-up; opportunity to participate in satisfaction survey

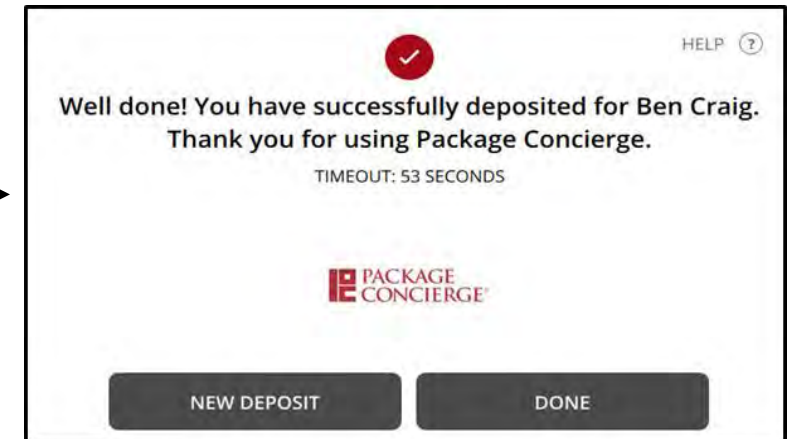
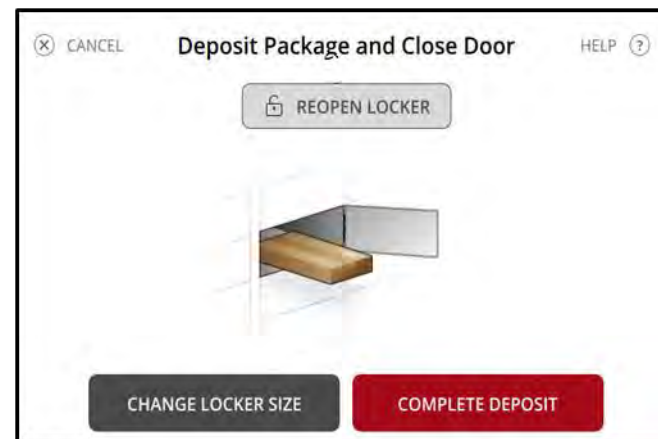
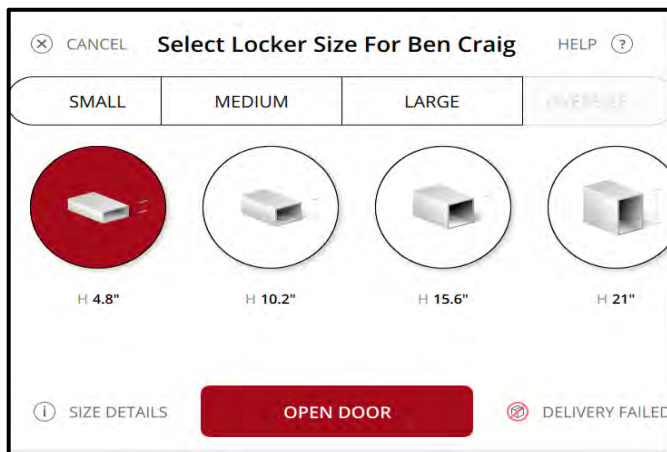


DEPOSIT WORKFLOW

- Option #1: **Employee logs-in** at locker to deposit order
- Option #2: **Employee scans barcode** at locker, via handheld device, deposit order



Name	Reference	Status	
Ben Craig	Order 5744589	Initiated	DEPOSIT >
Carol Broadway	Order 58777798	Initiated	DEPOSIT >
Tom Jones	Order 5898889	Initiated	DEPOSIT >





Order Pickup By Customer @ Locker Kiosk

Go To Locker Kiosk



Scan Barcode From Your Phone



Locker Door Instantly Pops Open



Web Portal

- Dashboard view of key locker operations
- Data can be filtered from client level to store level
- Information available in real-time and time-boxed historical view
- Data can be downloaded for creating reports
- Current data-points
 - Daily average delivery time
 - Daily dwell time
 - System utilization
 - Compartment utilization by size
 - Transaction status summary
 - Additional reporting and analytics are in the enhancement queue for development; est. release late Q2 2021

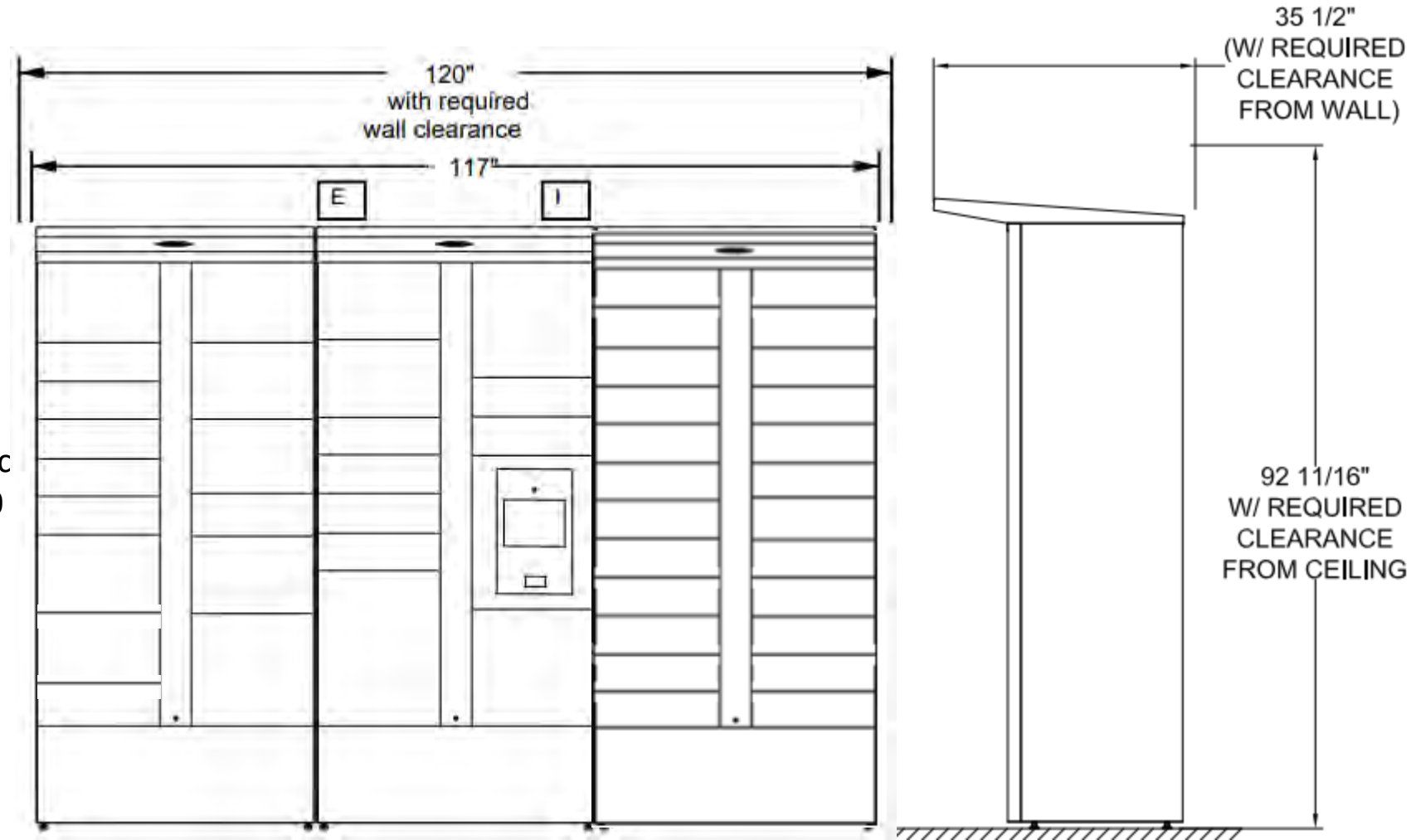


System Pricing

Element Series – Outdoor System

- 50 lockers in 4 sizes
- Electronic Signature Capture
- Still camera (with video capability)
- Bar-code Scanner
- ADA physical access compliance
- Electrical requirements:
 - Hardwired with electrical disconnect
 - Dedicated single-phase 120 Vac, 60 15 A, continuously powered (not switched)
- Internet: Ethernet, Wi-Fi, or Cellular

Locker Compartment Information (inches)				
Type	Qty.	Height	Width	Depth
1-High	37	4.8		
2-High	9	10.3		
3-High	3	15.8		
4-High	1	21.3	13.5	22.5
5-High	0	26.8		
6-High	0	32.3		
D6-High	0	32.3		
Total	50			



Element OUTDOOR System



Element Series - Proposal	
Folsom Lake College	
Outdoor Lockers	
	Extended Price
System: Kiosk Module	
Custom Design - 50 Lockers	
Kiosk Module - 11 compartments	\$9,225
Locker Module - 15 compartments	\$3,650
Locker Module - 24 compartments	\$4,230
Awning (3)	\$900
Total Hardware	\$18,005
Graphic Wrap	\$2,080
* Installation	\$3,433
Freight	\$1,114
Total	\$24,632
** Annual SaaS Charges	\$1,800

- * Installation Includes:
- Site prep visit by authorized installer a minimum of one-week prior to install date
 - Two-person installation team on install date
 - Install time should take less than three hours

- ** SaaS Fee Includes:
- Email/phone technical support
 - Cloud-based hosting
 - Software upgrades
 - Security patches
 - System maintenance
 - Data back-up and disaster recovery
 - API

Pricing excludes software development to Package Concierge's API, Internet & Electrical connections, and concrete pad



Next Steps...

- Determine locker system configurations & Site readiness requirements
 - Concrete pad, network connectivity, electricity
- Consider Graphic Wrap
- Execute Sales Agreement
 - Shipment 6-8 weeks





Thank you!



www.PackageConcierge.com

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* LUXER ONE

PO # 0001116904

RCVR # 0001098578

10/21/21

Baba

* No Packing List