

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Audio, Video, Security & Low Voltage Equipment, Supplies & Installation–  
ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 13-6895  
**RFP OPENING DATE:** November 7, 2012  
**CONTRACT TERM:** Date of award until December 31, 2013 with the option to extend in 12 month  
increments not to exceed 36 months in the aggregate  
**(Extended by Region 19 until December 31, 2014)**  
**(Extended by Region 19 until December 31, 2015)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 27  
**RESPONSES:** 15  
**ADVERTISEMENT DATES:** October 21<sup>st</sup> & October 28<sup>th</sup>, 2012  
**BOARD MEETING DATE:** December 20, 2012

**RECOMMENDED FOR AWARD** Abacus Computers, Inc. (HUB)  
Audio Resource Group  
Coefficient Systems Testing Inc. dba Coefficient Electric & Communication Systems  
Du Motion (HUB Qualified)  
EP Techworks, LLC (HUB)  
Ford Audio-Video Systems, LLC  
H.B Electronics, Inc. (HUB)  
Knight Security Systems  
Mirador Enterprises, Inc. (HUB)  
PyroCom Systems, Inc.  
SD Technologies (HUB)  
Troxell Communications, Inc.  
Video Insight, Inc.  
911 Security Cameras

**TOTAL (estimated)** \$800,000.00 / year

**EXPLANATIONS:**

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase audio video, low voltage equipment, supplies and installation. In those few instances, a multiple award is recommended in the best interest of all ESC Region 19 Cooperative members while satisfying the cost savings of volume commitments by the ESC Region 19 Purchasing Cooperative. Vendors who did not provide the required references or references were not able to be contacted were not considered in the best interest of the ESC Region 19 Purchasing Cooperative. Contact vendors or visit vendor's web sites for catalogs for more information.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

**EVALUATION COMMITTEE:** Anneliese Price  
ESC Region 19  
  
Martin Camacho  
ESC Region 19

**ORDER INFORMATION:**

**Abacus Computers, Inc. (HUB)**  
Gabriel Dominguez Edward Garcia (as of November 2013)  
6 Desta Drive Ste. 1350  
Midland, TX 79705  
432-687-5424 432-687-5424  
Fax: 432-682-7741  
[www.abacustx.com](http://www.abacustx.com) / [egarcia@abacustx.com](mailto:egarcia@abacustx.com)

## **ORDER INFORMATION:**

### **Audio Resource Group**

Tammy Jacobson  
PO BOX 39  
Hannaford, ND 58448  
888-468-4552  
Fax: 888-373-4819  
[www.argaudio.com](http://www.argaudio.com) / [tammyj@argaudio.com](mailto:tammyj@argaudio.com)

### **Coefficient Systems Testing Inc. dba Coefficient Electric & Communication Systems**

Tom Coulehan / cell 915-525-2352  
2706 E. Yandell  
El Paso, TX 79903  
915-833-8987  
Fax: 915-833-1955  
[tom.coulehan@cecs-elp.com](mailto:tom.coulehan@cecs-elp.com)

### **Du Motion (HUB Qualified)**

Harold du Quesnay  
1601 Montana Ave.  
El Paso, TX 79902  
El Paso, TX 799  
915-532-2760  
Fax: 915-532-8467  
[www.dumotion.com](http://www.dumotion.com) / [dumotion@aol.com](mailto:dumotion@aol.com)

### **EP Techworks, LLC (HUB)**

Deborah Belis  
11560 Pellicano Ste. A  
El Paso, TX 79936  
915-929-8090 / 915-9298090  
Fax: 915-592-7571, 866-727-0793  
[www.ep-techworks.com](http://www.ep-techworks.com) / [dbrahs@ep-techworks.com](mailto:dbrahs@ep-techworks.com)

### **Ford Audio-Video Systems, LLC**

Toni L. Tobin  
1304 Airport Commerce Drive, Suite 470  
Austin, TX 78741  
512-447-1103 ext. 2718  
Fax: 512-447-0111  
[www.fordav.com](http://www.fordav.com) / [tobit@fordav.com](mailto:tobit@fordav.com)

### **H.B Electronics, Inc. (HUB)**

Alberto Bordier  
6000 Gateway Blvd. E.  
El Paso, TX 79905  
915-727-8639, 915-775-2552  
Fax: 915-775-0161  
[www.hbprosound.com](http://www.hbprosound.com) / [alberto@hbelectronicsinc.com](mailto:alberto@hbelectronicsinc.com)

### **Knight Security Systems**

Whitney Oldfather  
5321 Industrial Oaks Blvd. Ste. 111  
Austin, TX 78735  
512-550-7128  
Fax: 512-891-0283  
[www.knightsecurity.com](http://www.knightsecurity.com) / [woldfather@knightsecurity.com](mailto:woldfather@knightsecurity.com)

**ORDER INFORMATION:**

**Mirador Enterprises, Inc. (HUB)**

Yolanda Diaz/Hector Martinez

8201 Lockheed Suite 110

El Paso, TX 79925

915-546-4111

Fax: 915-351-1221

[www.miradorenterprises.com](http://www.miradorenterprises.com) / [ydiaz@miradorenterprises.com](mailto:ydiaz@miradorenterprises.com)

**PyroCom Systems, Inc.**

Joshua G. Luttrell

820 Kastrin

El Paso, TX 79907

915-772-0880

Fax: 915-772-0885

[josh@pyrocomsystems.com](mailto:josh@pyrocomsystems.com)

**SD Technologies (HUB)**

Rebecca A. Sullivan

11426 Rojas Ste. A-9

El Paso, TX 79936

915-629-0463 / 915-539-2440

Fax: 915-590-1971

[rsullivan@sd-tech.us](mailto:rsullivan@sd-tech.us)

**Troxell Communications, Inc.**

Desiree Flanagan

Account Executive

11024 Montgomery Blvd. NE, #298

Albuquerque, NM 87111

800-352-7912, ext. 4121

Cell: 505-301-0468

Fax: 505-266-5492

[Desiree.flanagan@trox.com](mailto:Desiree.flanagan@trox.com) / [www.trox.com](http://www.trox.com)

**Video Insight, Inc.**

Robert Shaw

3 Riverway Ste. 700

Houston, TX 77056

713-621-9779

Fax: 713-621-7281

[www.video-insight.com](http://www.video-insight.com)

**911 Security Cameras**

Jeff Willis

10878 Plano Rd.

Dallas, TX 75238

832-274-2056

Fax: 214-341-1126

[www.911securitycameras.com](http://www.911securitycameras.com) / [jeff@911securitycameras.com](mailto:jeff@911securitycameras.com)

## **SPECIAL CONDITIONS**

1. This contract is for purchase of supplies, equipment, installation and consultation in the designated categories.
2. Local suppliers for JIT (just in time) pickup and delivery are encouraged to respond to this contact.
3. No submittals will be considered or evaluated for possible award unless wholesale price lists are submitted from either the company, manufacturer, or wholesale supplier.
4. All requested information and documentation must be completed for proposals to be fairly reviewed. Failure to complete requested information may be grounds for disqualification.
5. Vendors responding to this proposal must agree to service any new ESC Region 19 Purchasing Cooperative members that join during the contract period, as long as the member is in good financial standing with the awarded vendor.
6. Award basis will be 50% pricing, 30% selection of goods, and 20% background reference checks for similar accounts serviced now or in the last 12 months.
7. Potential vendors should only respond to the categories they can provide goods for as this contract is not an, "all or none" award; only in stock manufacturers/goods should be submitted for award consideration.
8. Due to the size of the Region 19 Purchasing Cooperative membership, vendors should respond to the, favored nations clause on page 12 of this document.
9. Vendor agrees to furnish copies of all invoices for materials to the client when invoices are submitted for jobs completed.
10. All tools, ladders, extensions, scissor lifts, and trade supply materials will be at vendors cost and will be included with invoices submitted for payment.
11. Any required permits will be the responsibility of the vendor who will charge back the client at cost.
12. Clients reserve the option to purchase their own materials to insure the quality of their choice.
13. Vendor agrees to have full crew working to expedite work and be willing to work after hours and on weekends to eliminate interruptions.
14. Any permits required will be the responsibility of the awarded contractor who will add the cost of the permits on to the invoice.
15. Any required licenses or permits should be provided at the time proposals are submitted.
16. Any and all cleanup and removal from work site will be the responsibility of the awarded contractor.
17. Additionally, vendors must provide general liability, auto liability, and workers compensation at the time that proposals are submitted. Vendors who do not have Workers Compensation Insurance for all employees will not be considered for award. Insurance as stated in the boiler plate must be included with submittals.
18. All work performed under this contract will come with a one year warranty as to workmanship and functionality.
19. Awarded vendors will show the ability to procure, install, configure and certify elements of any associated Scope of Work, to include owner acceptance as well as adherence and continuance of all manufacturers' warranty.
20. Bids to include equipment and installation by manufacturer / factory certified installer, end user training and items which contain electrical power distribution (i.e. UPS Back Up, Power Conditioners and Power Supplies) to include installation by a licensed electrician.
21. Awarded vendors will be responsible for TurnKey purchase, installation & operation for orders received.

**1. AUDIO TO INCLUDE SPEAKERS, AMPLIFIERS, RECEIVERS, MICROPHONES, MIXING CONSOLES, AND ACCOSTIC PANELS; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u>                               | <u>% markup or % discount</u>                            | <u>Installation Cost</u>                     | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|--|--|--|-----------------|-----------------------------------|
| <b><u>Abacus Computers, Inc.</u></b>                           |  |  |                 |                                   |
| Front Row  | Additional 15% off Educational Price<br>(Contact vendor) | \$ 80.00 per hour                            | 5 yrs           | Yes                               |
| Smart Technologies   | 35% off MSRP<br>(Contact vendor)                         | \$ 80.00 per hour                            | 2 yrs           | Yes                               |
| <b><u>Audio Resource Group</u></b>                             |  |  |                 |                                   |
| Audio Resource Group   | 15%  | Do not install                               | Yes             | N/A                               |
| <b><u>Du Motion</u></b>  |  |  |                 |                                   |
| Du Motion Catalog  | Prices shown less 5%                                     | \$ 110.00 per hour                           | 1 yr            | Yes                               |
| Tec Nec Catalog  | Prices shown less 5%                                     | \$ 110.00 per hour                           | 1 yr            | Yes                               |
| <b><u>EP Techworks, LLC</u></b>                                |  |  |                 |                                   |
| All Manufactures   | 15% Markup   | \$ 65.00 per hour                            | 1 yr            | Yes                               |
| <b><u>Coefficient Electric &amp; Communication Systems</u></b> |  |  |                 |                                   |
| Bogen  | 13% discount   | \$85.00 per hour                             | 1 yr            | Yes                               |
| Yamaha   | 13% discount   | \$85.00 per hour                             | 1 yr            | Yes                               |
| Behringer  | 13% discount   | \$85.00 per hour                             | 1 yr            | Yes                               |
| <b><u>Ford Audio-Video Systems, LLC</u></b>                    |  |  |                 |                                   |
| Varies (contact vendor)  | 10% - 30% Discount                                       | \$70.50 per hour                             | Yes             | Yes                               |
|  |  | \$51.50 hr in Shop Assembly Services         |                 |                                   |
|  |  | \$94.50 hr Maintenance & Support Services    |                 |                                   |
|  |  | \$98.50 hr Engineering Service               |                 |                                   |
|  |  | \$94.50 hr Project Management Services       |                 |                                   |
|  |  | \$79.50 hr Installation Supervision Services |                 |                                   |

| <u>Manufacturer / Wholesaler</u>     | <u>% markup or % discount</u>                  | <u>Installation Cost</u> | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|--------------------------------------|--|--------------------------|-----------------|-----------------------------------|
| <b><u>H.B. Electronics, Inc.</u></b> |  |                          |                 |                                   |
| Shure Microphone                     | 35% off MSRP                                   | \$ 100.00 per hour       | 1 yr            | No                                |
| QSC Audio                            | 30% off list price                             | \$ 100.00 per hour       | 1 yr            | No                                |
| JBL Professional                     | JRX & PRX 40% off list,<br>All others 30% MSRP | \$ 100.00 per hour       | 1 yr            | No                                |
| Crown Amplifiers                     | 40% off retail                                 | \$100.00 per hour        | 1 yr            | No                                |
| Yamaha                               | 30% off MSRP                                   | \$100.00 per hour        | 1 yr            | No                                |
| Denon & Marantz                      | 15% off UAP price                              | \$100.00 per hour        | 1 yr            | No                                |
| DBX                                  | 35% off retail price                           | \$100.00 per hour        | 1 yr            | No                                |
| Gator Cases                          | 35% off list price                             | \$100.00 per hour        | 1 yr            | No                                |

**Mirador Enterprises, Inc.**

|                    |     |                    |       |     |
|--------------------|-----|--------------------|-------|-----|
| Atlas / SNP System | 20% | \$ 114.75 per hour | 2 yrs | Yes |
|--------------------|-----|--------------------|-------|-----|

**PyroCom Sytems, Inc.**

|                            |                                      |                   |      |     |
|----------------------------|--------------------------------------|-------------------|------|-----|
| Bogen Communications, Inc. | 30% discount,<br>\$200.00 min. order | \$ 35.00 per hour | 1 yr | Yes |
|----------------------------|--------------------------------------|-------------------|------|-----|

**Troxell Communications, Inc.**

|   |   |  |                       |     |
|---|---|--|-----------------------|-----|
| Troxell Communications, Inc.,<br>Online catalog for R19 | 5-65% Min. discount off list-<br>contact vendor for listing | \$25-65.00 per hour  | varies by manufacture | Yes |
|   |   | \$55-95.00 per hour, Lead Technician<br>\$115-165.00 per hour Project Manager ** |                       |     |

\*\*For larger jobs or New construction or when required by owner or general contractor

**2. VIDEO TO INCLUDE TV'S, MONITORS, PROJECTORS, SCREENS, AND MOUNTS; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u> | <u>% markup or % discount</u> | <u>Installation Cost</u> | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|----------------------------------|-------------------------------|--------------------------|-----------------|-----------------------------------|
| <b><u>Du Motion</u></b>          |                               |                          |                 |                                   |
| Du Motion Catalog                | Prices shown less 5%          | \$ 110.00 per hour       | 1 yr            | Yes                               |

| <u>Manufacturer / Wholesaler</u>  | <u>% markup or % discount</u>                               | <u>Installation Cost</u>   | <u>Warranty</u>       | <u>Certified to Install (Y/N)</u> |
|---|---|--|-----------------------|-----------------------------------|
| <b><u>Coefficient Electric &amp; Communication Systems</u></b>                                |   |  |                       |                                   |
| Sharp   | 10% discount  | \$85.00 per hour   | 1 yr                  | Yes                               |
| Panasonic   | 10% discount  | \$85.00 per hour   | 1 yr                  | Yes                               |
| Phillips  | 10% discount  | \$85.00 per hour   | 1 yr                  | Yes                               |
| Vanco (TV mounts)   | 10% discount  | \$85.00 per hour   | 1 yr                  | Yes                               |
| Other manufactures brands also available through Coefficient Electronic Communication Systems |   |  |                       |                                   |
| <b><u>Ford Audio-Video Systems, LLC</u></b>   |   |  |                       |                                   |
| Varies (contact vendor)   | 10% - 30% Discount  | \$70.50 per hour   | Yes                   | Yes                               |
|   |   | \$51.50 hr in Shop Assembly Services<br>\$94.50 hr Maintenance & Support Services<br>\$98.50 hr Engineering Service<br>\$94.50 hr Project Management Services<br>\$79.50 hr Installation Supervision Services                          |                       |                                   |
| <b><u>Knight Security Systems</u></b>   |   |  |                       |                                   |
| Varies (contact vendor)   | 0.5% - 44.5% Discount                                       | \$85.50 per hour   | Yes                   | Yes                               |
|   |   | \$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer |                       |                                   |
| <b><u>Mirador Enterprises, Inc.</u></b>   |   |  |                       |                                   |
| DSC / SNP Systems   | 20%   | \$ 114.75 per hour   | 1 yr                  | Yes                               |
| DSC Commercial / SNP  | 20%   | \$ 114.75 per hour   | 1 yr                  | Yes                               |
| <b><u>PyroCom Sytems, Inc.</u></b>  |   |  |                       |                                   |
| Peerless Industries, Inc.   | 5% discount,  | \$ 35.00 per hour  | 1 yr                  | Yes                               |
| UTC Fire & Security<br>(Formerly GE Security)   | No mark up no discount                                      | \$ 35.00 per hour  | 1 yr                  | Yes                               |
| Everfocus Electronics Corp.   | 5% discount,  | \$ 35.00 per hour  | 1 yr                  | Yes                               |
| <b><u>Troxell Communications, Inc.</u></b>  |   |  |                       |                                   |
| Troxell Communications, Inc.,<br>Online catalog for R19                                       | 5-65% Min. discount off list-<br>contact vendor for listing | \$25-65.00 per hour  | varies by manufacture | Yes                               |
|   |   | \$55-95.00 per hour, Lead Technician<br>\$115-165.00 per hour Project Manager **   |                       |                                   |
| **For larger jobs or New construction or when required by owner or general contractor         |   |  |                       |                                   |

**3. SECURITY TO INCLUDE CONTACTS, RESIDENTIAL BURGLAR ALARMS, COMMERCIAL BURGLAR ALARMS, AND GSM (CELLULAR COMMUNICATIONS) WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u>                               | <u>% markup or % discount</u> | <u>Installation Cost</u>   | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|--|-------------------------------|--|-----------------|-----------------------------------|
| <b><u>Coefficient Electric &amp; Communication Systems</u></b> |                               |  |                 |                                   |
| DMP  | 10% discount                  | \$85.00 per hour   | 1 yr            | Yes                               |
| Lene   | 10% discount                  | \$85.00 per hour   | 1 yr            | Yes                               |
| <b><u>Ford Audio-Video Systems, LLC</u></b>                    |                               |  |                 |                                   |
| Varies (contact vendor)  | 10% - 30% Discount            | \$70.50 per hour   | Yes             | Yes                               |
|  |                               | \$51.50 hr in Shop Assembly Services<br>\$94.50 hr Maintenance & Support Services<br>\$98.50 hr Engineering Service<br>\$94.50 hr Project Management Services<br>\$79.50 hr Installation Supervision Services                          |                 |                                   |
| <b><u>Knight Security Systems</u></b>                          |                               |  |                 |                                   |
| Varies (contact vendor)  | 0.5% - 44.5% Discount         | \$85.50 per hour   | Yes             | Yes                               |
|  |                               | \$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer |                 |                                   |
| <b><u>Mirador Enterprises, Inc.</u></b>                        |                               |  |                 |                                   |
| LTS / SNP Systems  | 20%                           | \$ 114.75 per hour   | 1 yr            | Yes                               |
| <b><u>PyroCom Sytems, Inc.</u></b>                             |                               |  |                 |                                   |
| UTC Fire & Security<br>(Formerly GE Security)                  | No mark up no discount        | \$ 35.00 per hour  | 1 yr            | Yes                               |
| <b><u>SD Technologies</u></b>                                  |                               |  |                 |                                   |
| DMP  | 35% off list                  | \$ 70.00 per hour  | 1 yr            | Yes                               |
| DSC  | 35% off list                  | \$ 70.00 per hour  | 1 yr            | Yes                               |
| Ademco   | 35% off list                  | \$ 70.00 per hour  | 1 yr            | Yes                               |



**4. CCTV TO INCLUDE DVR (DIGITAL VIDEO RECORDERS), NETWORK VIDEO RECORDERS, AND SURVEILLANCE CAMERAS; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u>                               | <u>% markup or % discount</u> | <u>Installation Cost</u>   | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|--|-------------------------------|--|-----------------|-----------------------------------|
| <b><u>Du Motion</u></b>  |                               |  |                 |                                   |
| Du Motion Catalog  | 20% mark up                   | \$ 110.00 per hour   | 1 yr            | Yes                               |
| <b><u>EP Techworks, LLC</u></b>                                |                               |  |                 |                                   |
| Axis   | 12.5% Markup                  | \$ 49.00 per hour  | 1 yr            | Yes                               |
| SBI  | 12.5% Markup                  | \$ 49.00 per hour  | 1 yr            | Yes                               |
| Bosch  | 12.5% Markup                  | \$ 49.00 per hour  | 1 yr            | Yes                               |
| All other manufactures   | 12.5% Markup                  | \$ 49.00 per hour  | 1 yr            | Yes                               |
| <b><u>Coefficient Electric &amp; Communication Systems</u></b> |                               |  |                 |                                   |
| ONSSI  | Wholesale price +10%          | \$85.00 per hour   | 1 yr            | Yes                               |
| i3 International   | 7% discount                   | \$85.00 per hour   | 1 yr            | Yes                               |
| <b><u>911 Security Cameras</u></b>                             |                               |  |                 |                                   |
| Brickcom   | 10% +                         | \$45.00 per hour   | 3 yrs           | Yes                               |
| Video Insight  | 10% +                         | \$45.00 per hour   | 3 yrs           | Yes                               |
| Dell   | 10% +                         | \$45.00 per hour   | 3 yrs           | Yes                               |
| Panasonic  | 10% +                         | \$45.00 per hour   | 3 yrs           | Yes                               |
| <b><u>Knight Security Systems</u></b>                          |                               |  |                 |                                   |
| Varies (contact vendor)  | 0.5% - 44.5% Discount         | \$85.50 per hour<br>\$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer | Yes             | Yes                               |
| <b><u>Mirador Enterprises, Inc.</u></b>                        |                               |  |                 |                                   |
| LTS / SNP Systems  | 20%                           | \$ 114.75 per hour   | 1 yr            | Yes                               |

| <u>Manufacturer / Wholesaler</u>                        | <u>% markup or % discount</u>                              | <u>Installation Cost</u>   | <u>Warranty</u>       | <u>Certified to Install (Y/N)</u> |
|---|--|--|-----------------------|-----------------------------------|
| <b><u>PyroCom Sytems, Inc.</u></b>                      |  |  |                       |                                   |
| UTC Fire & Security<br>(Formerly GE Security)           | No mark up no discount                                     | \$ 35.00 per hour  | 1 yr                  | Yes                               |
| Everfocus Electronics, Corp.                            | 5% discount  | \$ 35.00 per hour  | 1 yr                  | Yes                               |
| <b><u>SD Technologies</u></b>                           |  |  |                       |                                   |
| Vigilant  | 35% off list   | \$ 70.00 per hour  | 1 yr                  | Yes                               |
| Bosch   | 35% off list   | \$ 70.00 per hour  | 1 yr                  | Yes                               |
| Arecont   | 35% off list   | \$ 70.00 per hour  | 1 yr                  | Yes                               |
| Pelco   | 35% off list   | \$ 70.00 per hour  | 1 yr                  | Yes                               |
| <b><u>Troxell Communications, Inc.</u></b>              |  |  |                       |                                   |
| Troxell Communications, Inc.,<br>Online catalog for R19 | 5-65% Min. discount off list<br>contact vendor for listing | \$25.00-\$65.00 per hour   | varies by manufacture | Yes                               |
|   |  | \$55-95.00 per hour, Lead Technician<br>\$115-165.00 per hour Project Manager ** |                       |                                   |

\*\*For larger jobs or New construction or when required by owner or general contractor

**Video Insight, Inc.**

|               |     |                   |      |     |
|---------------|-----|-------------------|------|-----|
| Video Insight | 20% | \$ 75.00 per hour | 1 yr | Yes |
| Advidia       | 20% | \$ 75.00 per hour | 1 yr | Yes |
| Axis          | 20% | \$ 75.00 per hour | 1 yr | Yes |

**5. NETWORK TO INCLUDE PATCH PANELS AND SWITCHES; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u> | <u>% markup or % discount</u> | <u>Installation Cost</u> | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|----------------------------------|-------------------------------|--------------------------|-----------------|-----------------------------------|
| <b><u>Du Motion</u></b>          |                               |                          |                 |                                   |
| Du Motion Catalog                | 20% mark up                   | \$110.00 per hour        | 1 yr            | Yes                               |
| <b><u>EP Techworks, LLC</u></b>  |                               |                          |                 |                                   |
| Leviton                          | 12.5% Markup                  | \$ 49.00 per hour        | 1 yr            | Yes                               |
| Commscope                        | 12.5% Markup                  | \$ 49.00 per hour        | 1 yr            | Yes                               |
| Panduit                          | 12.5% Markup                  | \$ 49.00 per hour        | 1 yr            | Yes                               |
| All others                       | 12.5% Markup                  | \$ 49.00 per hour        | 1 yr            | Yes                               |

| <u>Manufacturer / Wholesaler</u>  | <u>% markup or % discount</u> | <u>Installation Cost</u>   | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|---|-------------------------------|--|-----------------|-----------------------------------|
| <b><u>Coefficient Electric &amp; Communication Systems</u></b>  |                               |  |                 |                                   |
| Signmax   | 20% discount                  | \$85.00 per hour   | 1 yr            | Yes                               |
| <b><u>911 Security Cameras</u></b>  |                               |  |                 |                                   |
| Linksys / Cisco   | 10% +                         | \$45.00 per hour   | 3 yrs           | Yes                               |
| <b><u>Ford Audio-Video Systems, LLC</u></b>   |                               |  |                 |                                   |
| Varies (contact vendor)   | 10% - 30% Discount            | \$70.50 per hour   | Yes             | Yes                               |
|   |                               | \$51.50 hr in Shop Assembly Services<br>\$94.50 hr Maintenance & Support Services<br>\$98.50 hr Engineering Service<br>\$94.50 hr Project Management Services<br>\$79.50 hr Installation Supervision Services  |                 |                                   |
| <b><u>Knight Security Systems</u></b>   |                               |  |                 |                                   |
| Varies (contact vendor)   | 0.5% - 44.5% Discount         | \$85.50 per hour<br>\$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer | Yes             | Yes                               |
| <b><u>Mirador Enterprises, Inc.</u></b>   |                               |  |                 |                                   |
| Strucher / SNP Systems  | 20%                           | \$ 140.00 per hour   | 1 yr            | Yes                               |
| Cisco / SNP Systems   | 20%                           | \$ 140.00 per hour   | 1 yr            | Yes                               |
| <b>6. COMMUNICATIONS TO INCLUDE INTERCOM, PHONE SYSTEMS, AND RELATED; WHOLESALE PRICE LIST MUST BE INCLUDED</b> |                               |  |                 |                                   |
| <u>Manufacturer / Wholesaler</u>  | <u>% markup or % discount</u> | <u>Installation Cost</u>   | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
| <b><u>EP Techworks, LLC</u></b>   |                               |  |                 |                                   |
| Bogen   | 15% Markup                    | \$ 35.00 per hour  | 1 yr            | Yes                               |
| <b><u>Coefficient Electric &amp; Communication Systems</u></b>  |                               |  |                 |                                   |
| Viking  | 10% discount                  | \$85.00 per hour   | 1 yr            | Yes                               |

| <u>Manufacturer / Wholesaler</u>            | <u>% markup or % discount</u> | <u>Installation Cost</u>  | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|---|-------------------------------|---|-----------------|-----------------------------------|
| <b><u>Ford Audio-Video Systems, LLC</u></b> |                               |   |                 |                                   |
| Varies (Intercom)                           | 10% - 30% Discount            | \$70.50 per hour  | Yes             | Yes                               |
|   |                               | \$51.50 hr in Shop Assembly Services<br>\$94.50 hr Maintenance & Support Services<br>\$98.50 hr Engineering Service<br>\$94.50 hr Project Management Services<br>\$79.50 hr Installation Supervision Services |                 |                                   |

**Mirador Enterprises, Inc.**

|                     |     |                   |      |     |
|---------------------|-----|-------------------|------|-----|
| M&S / SNP Systems   | 20% | \$114.75 per hour | 1 yr | Yes |
| Cisco / SNP Systems | 20% | \$114.75 per hour | 1 yr | Yes |

**PyroCom Sytems, Inc.**

|                            |                                     |                  |      |     |
|----------------------------|-------------------------------------|------------------|------|-----|
| Bogen Communications, Inc. | 30% discount<br>\$200.00 min. order | \$35.00 per hour | 1 yr | Yes |
|----------------------------|-------------------------------------|------------------|------|-----|

**SD Technologies**

|         |              |                  |      |     |
|---------|--------------|------------------|------|-----|
| Aiphone | 35% off list | \$70.00 per hour | 1 yr | Yes |
| Viking  | 35% off list | \$70.00 per hour | 1 yr | Yes |

**ITEM DESCRIPTION MANUFACTURER/WHOLESALER MARKUP FROM PRICING-WHOLESALE**

**7. ACCESS CONTROL TO INCLUDE GATE OPERATORS, SINGLE DOOR ACCESS, MUTLIPLE DOOR ACCESS PC BASE CONTROL, ELEVATOR CONTROL ACCESS, AND STAND ALONE; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u> | <u>% markup or % discount</u> | <u>Installation Cost</u> | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|----------------------------------|-------------------------------|--------------------------|-----------------|-----------------------------------|
| <b><u>EP Techworks, LLC</u></b>  |                               |                          |                 |                                   |
| DSX                              | 25% discount                  | \$ 49.00 per hour        | 1-2 yrs         | Yes                               |
| SIG (no list)                    | 15% Markup                    | \$ 49.00 per hour        | 1 yr            | Yes                               |
| Graybar (no list)                | 15% Markup                    | \$ 49.00 per hour        | 1 yr            | Yes                               |

**Coefficient Electric & Communication Systems**

|          |             |                  |      |     |
|----------|-------------|------------------|------|-----|
| DoorKing | 5% discount | \$85.00 per hour | 1 yr | Yes |
|----------|-------------|------------------|------|-----|

| <u>Manufacturer / Wholesaler</u>      | <u>% markup or % discount</u> | <u>Installation Cost</u>   | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|---------------------------------------|-------------------------------|--|-----------------|-----------------------------------|
| <b><u>Knight Security Systems</u></b> |                               |  |                 |                                   |
| Varies (contact vendor)               | 0.5% - 44.5% Discount         | \$85.50 per hour<br>\$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer | Yes             | Yes                               |

**Mirador Enterprises, Inc.**

|                        |     |                    |      |     |
|------------------------|-----|--------------------|------|-----|
| SNP Systems            | 20% | \$ 114.75 per hour | 1 yr | Yes |
| Enforcer / SNP Systems | 20% | \$ 114.75 per hour | 1 yr | Yes |

**PyroCom Sytems, Inc.**

|   |                        |                   |      |     |
|---|------------------------|-------------------|------|-----|
| UTC Fire & Security<br>(Formerly GE Security) | No mark up no discount | \$ 35.00 per hour | 1 yr | Yes |
|---|------------------------|-------------------|------|-----|

**SD Technologies**

|            |              |                   |      |     |
|------------|--------------|-------------------|------|-----|
| Hirsch     | 35% off list | \$ 70.00 per hour | 1 yr | Yes |
| Identocard | 35% off list | \$ 70.00 per hour | 1 yr | Yes |
| DSX        | 35% off list | \$ 70.00 per hour | 1 yr | Yes |
| Doorking   | 35% off list | \$ 70.00 per hour | 1 yr | Yes |

**Video Insight, Inc.**

|              |     |                   |      |     |
|--------------|-----|-------------------|------|-----|
| Monitor Cast | 20% | \$ 75.00 per hour | 1 yr | Yes |
|--------------|-----|-------------------|------|-----|

**8. ACCESSORIES, POWER, AND WIRE TO INCLUDE TOOLS, SAFETY EQUIPMENT, CABLING, CONNECTORS, WIRE (DATA, AUDIO, POWER, ACEES, SECURITY SYSTEMS), UPS BACKUP (AUDIO, VIDEO, SURVEILLANCE), POWER CONDITIONERS, AND POWER SUPPLIES; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u> | <u>% markup or % discount</u> | <u>Installation Cost</u> | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|----------------------------------|-------------------------------|--------------------------|-----------------|-----------------------------------|
| <b><u>EP Techworks, LLC</u></b>  |                               |                          |                 |                                   |
| Various (list available)         | 5% markup                     | \$ 35.00 per hour        | 1-2 yrs         | Yes                               |
| All other (no list)              | 5% markup                     | \$ 35.00 per hour        | 1 yr            | Yes                               |

| <u>Manufacturer / Wholesaler</u>                               | <u>% markup or % discount</u> | <u>Installation Cost</u> | <u>Warranty</u> | <u>Certified to Install (Y/N)</u> |
|--|-------------------------------|--------------------------|-----------------|-----------------------------------|
| <b><u>Coefficient Electric &amp; Communication Systems</u></b> |                               |                          |                 |                                   |
| Hillerman Tyton  | 10% discount                  | \$85.00 per hour         | 1 yr            | Yes                               |
| Platinum Tools   | 20% discount                  | \$85.00 per hour         | 1 yr            | Yes                               |
| Minuteman UPS  | 15% discount                  | \$85.00 per hour         | 1 yr            | Yes                               |

**Ford Audio-Video Systems, LLC**

|                   |                    |   |     |     |
|-------------------|--------------------|---|-----|-----|
| Varies (Intercom) | 10% - 30% Discount | \$70.50 per hour  | Yes | Yes |
|                   |                    | \$51.50 hr in Shop Assembly Services<br>\$94.50 hr Maintenance & Support Services<br>\$98.50 hr Engineering Service<br>\$94.50 hr Project Management Services<br>\$79.50 hr Installation Supervision Services |     |     |

**Knight Security Systems**

|                         |                       |  |     |     |
|-------------------------|-----------------------|--|-----|-----|
| Varies (contact vendor) | 0.5% - 44.5% Discount | \$85.50 per hour   | Yes | Yes |
|                         |                       | \$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer |     |     |

**Mirador Enterprises, Inc.**

|             |     |                    |      |     |
|-------------|-----|--------------------|------|-----|
| SNP Systems | 20% | \$ 114.75 per hour | 1 yr | Yes |
|-------------|-----|--------------------|------|-----|

**Troxell Communications, Inc.**

|   |   |  |                       |     |
|---|---|--|-----------------------|-----|
| Troxell Communications, Inc.,<br>Online catalog for R19 | 5-65% Min. discount off list-<br>contact vendor for listing | \$25.00-\$65.00 per hour   | varies by manufacture | Yes |
|   |   | \$55-95.00 per hour, Lead Technician<br>\$115-165.00 per hour Project Manager ** |                       |     |

\*\*For larger jobs or New construction or when required by owner or general contractor

**9. AV FURNITURE AND RACKS TO INCLUDE AUDIO AND VIDEO CABINETS, PODIUMS, MICROPHONE STANDS, AND CARTS; WHOLESALE PRICE LIST MUST BE INCLUDED**

| <u>Manufacturer / Wholesaler</u>                               | <u>% markup or % discount</u>                               | <u>Installation Cost</u>   | <u>Warranty</u>       | <u>Certified to Install (Y/N)</u> |
|--|---|--|-----------------------|-----------------------------------|
| <b><u>Du Motion</u></b>  |   |  |                       |                                   |
| Du Motion Catalog  | 5% discount   | \$110.00 per hour  | 1 yr                  | Yes                               |
| <b><u>EP Techworks, LLC</u></b>                                |   |  |                       |                                   |
| All (no list available)  | 12.5% markup  | \$35.00 per hour   | 1 yr                  | Yes                               |
| <b><u>Coefficient Electric &amp; Communication Systems</u></b> |   |  |                       |                                   |
| Hillerman Tyton  | 10% discount  | \$85.00 per hour   | 1 yr                  | Yes                               |
| <b><u>Ford Audio-Video Systems, LLC</u></b>                    |   |  |                       |                                   |
| Varies (contact vendor)  | 10% - 30% Discount  | \$70.50 per hour   | Yes                   | Yes                               |
|  |   | \$51.50 hr in Shop Assembly Services<br>\$94.50 hr Maintenance & Support Services<br>\$98.50 hr Engineering Service<br>\$94.50 hr Project Management Services<br>\$79.50 hr Installation Supervision Services  |                       |                                   |
| <b><u>Knight Security Systems</u></b>                          |   |  |                       |                                   |
| Varies (contact vendor)  | 0.5% - 44.5% Discount                                       | \$85.50 per hour<br>\$99.00 per hour Sr. Technician<br>\$112.50 per hour System Tech<br>\$130.50 per hour Designer / Engineer<br>\$157.50 per hour Program Manager<br>\$175.00 per hour Cisco Certified Tech<br>\$180.00 per hour System Software Designer | Yes                   | Yes                               |
| <b><u>Mirador Enterprises, Inc.</u></b>                        |   |  |                       |                                   |
| SNP Systems  | 20%   | \$114.75 per hour  | 1 yr                  | Yes                               |
| <b><u>PyroCom Sytems, Inc.</u></b>                             |   |  |                       |                                   |
| Atlas Sound LP   | 5% discount   | \$ 35.00 per hour  | 1 yr                  | Yes                               |
| <b><u>Troxell Communications, Inc.</u></b>                     |   |  |                       |                                   |
| Troxell Communications, Inc.,<br>Online catalog for R19        | 5-65% Min. discount off list-<br>contact vendor for listing | \$25-65.00 per hour<br>\$55-95.00 per hour, Lead Technician<br>\$115-165.00 per hour Project Manager **  | varies by manufacture | Yes                               |

\*\*For larger jobs or New construction or when required by owner or general contractor

**PROPOSAL RESPONSE FORM:**

**MISCELLANEOUS COST / CHARGES FOR INSTALLATION (EX. SCISSOR LIFT RENTALS, ETC.) TO BE SUBMITTED AT VENDOR'S COST.**

|  |   |
|--|---|
| Abacus Computers, Inc.                       | \$ N/A  |
| Audio Resource Group                         | \$ does not install   |
| Coefficient Electric & Communication Systems | \$ depending on equipment type – contact vendor   |
| Du Motion                                    | \$110.00 hour   |
| EP Techworks, LLC                            | \$35.00 hour  |
| Ford Audio-Video Systems, LLC                | \$ contact vendor   |
| H.B Electronics, Inc.                        | \$100.00 hour   |
| Knight Security Systems                      | \$ priced per project   |
| Mirador Enterprises, Inc.                    | \$ contact vendor   |
| PyroCom Systems, Inc.                        | \$35.00 hour / per person   |
| SD Technologies                              | \$70.00 hour + equipment rental   |
| Troxell Communications, Inc.                 | Confirmed-Please note: where electrical outlets or high voltage wiring are needed a licensed electrician will be provided at additional cost above the labor rates stated. Electrician rates vary per job and will be provided on a quote basis. All A/V projects vary in scope and detail; therefore all jobs will be bid in accordance. |
| Video Insight, Inc.                          | \$75.00 hour  |
| 911 Security Cameras                         | \$45 hour   |

**COST PER MILE AND RESPONSE TIME**

|  |  |
|--|--|
| Abacus Computers, Inc.                       | \$ N/R   |
| Audio Resource Group                         | \$ does not install  |
| Coefficient Electric & Communication Systems | \$ 5.00 mile / 4 hrs response time for El Paso County  |
| Du Motion                                    | \$0.55 mile / 24 hrs response time for El Paso County  |
| EP Techworks, LLC                            | \$0.55 mile / 4 hrs response time for El Paso County   |
| Ford Audio-Video Systems, LLC                | \$0.65 mile / 10 hrs response time for El Paso County  |
| H.B Electronics, Inc.                        | \$0.50 mile / 4 hrs response time for El Paso County   |
| Knight Security Systems                      | \$ priced per project – travel expenses reimbursed in accordance with State Travel Management Program. |
| Mirador Enterprises, Inc.                    | \$0.85 mile / 72 hrs response time for El Paso County  |
| PyroCom Systems, Inc.                        | \$2.00 mile / 24 hrs response time for El Paso County  |
| SD Technologies                              | \$0.00 mile / 24 hrs response time for El Paso County  |
| Troxell Communications, Inc.                 | \$ 20% of hourly rate / 1hr return phone call; 24 hrs. for service call if needed                      |
| Video Insight, Inc.                          | \$0.55 mile / 2 hrs response time for El Paso County   |
| 911 Security Cameras                         | \$0.55 mile / 24 hrs response time for El Paso County  |



**THIS SPACE FOR VENDOR TO PROVIDE ANY VALUE ADDED INFORMATION REGARDING ADDITIONAL DISCOUNTS FOR LARGE ORDERS (BE SPECIFIC), TRAINING, ACCESS TO TRAINING, MISCELLANEOUS INSTALLATIONS / ITERGRATIONS / NETWORKING NEEDS (BE SPECIFIC), DESIGN / CONSULTATION AND OR ANY OTHER RESOURCES THAT CAN ENHANCE THE GOODS OFFERED IN THIS RFP;**

**Abacus Computers, Inc.** - For manufactures quoted we not only have a certified install, but a certified trainer. We offer free training and professional development.

**Audio Resource Group** - N/R

**Coefficient Electric & Communication Systems** - Coefficient is uniquely qualified to fulfill the requirements contained in this RFP. Coefficient offers experience in installing all of the listed items, established relationships with the product manufactures as well as training and certification for design, repair and warranty fulfillment of all the facets of the required work. Coefficient provided similar services for most of the area's hospitals, higher education entities and local, state and federal government agencies. In addition to the low – voltage systems listed, coefficient also provides commercial electrical distribution services and employs approximately 40 licensed electricians.

**Du Motion** - Equipment used for installation projects will be quoted as a package and will reflect improved pricing.

**EP Techworks, LLC** - RCDD on staff. DSX training free to end users in Dallas, TX (travel not included)

**Ford Audio-Video Systems, LLC** - N/R

**H.B Electronics, Inc.** - N/R

**Knight Security Systems** - N/R

**Mirador Enterprises, Inc.** - N/R

**PyroCom Systems, Inc.** - Additional 5% discount for orders over\$50,000; additional 7.5% discount for orders over \$100,000; Local training provided at \$65.00 hr.; Manufacturer training provided at cost plus 20%; design fees at \$85.00 hr.; consultation fees free of charge.

**SD Technologies** - Jobs over \$10,000 will receive an additional discount on parts. Training is provided on all systems and tech support is available.

**Troxell Communications, Inc.** - Discounts offered are min. discounts; larger order/projects will initiate larger discounts based on volume/total price. Orientation/training on all installed products is provided at no additional charge. Professional development services are available at additional cost, call for quote. Local account executive is available to assist with product recommendations, demos, project walk-thru, and design. We will offer R19 a customized website with your pricing and other value-added features, please see attached Troxell Communications, Inc. website advantages.

**Video Insight, Inc.** - N/R

**911 Security Cameras** - N/R

**REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION**

1. PROVIDE **3 REFERENCES** (MEDIUM TO LARGE ACCOUNTS) YOUR COMPANY HAS DONE BUSINESS WITH IN PAST 12 MONTHS INCLUDING NAME OF CONTACT PERSON, PHONE NUMBER, EMAIL ADDRESS, AND TYPES OF ITEMS THEY PURCHASE:

**All References on File**

**2. LOCAL STORE FRONT FOR PICKUP AND DELIVERY IF APPLICABLE?**

|   |   |
|---|---|
| <b>Abacus Computers, Inc.</b>                           | N/A   |
| <b>Audio Resource Group</b>                             | N/A   |
| <b>Coefficient Electric &amp; Communication Systems</b> | Yes – 2706 E. Yandell, El Paso, TX                      |
| <b>Du Motion</b>  | Yes   |
| <b>EP Techworks, LLC</b>                                | Yes   |
| <b>Ford Audio-Video Systems, LLC</b>                    | N/A   |
| <b>H.B Electronics, Inc.</b>                            | Yes – 6000 Gateway Blvd. E. El Paso, TX 79905           |
| <b>Knight Security Systems</b>                          | N/A   |
| <b>Mirador Enterprises, Inc.</b>                        | Yes – 8201 Lockheed Suite 110, El Paso, TX 79925        |
| <b>PyroCom Systems, Inc.</b>                            | No local storefront – but pickup and delivery available |
| <b>SD Technologies</b>                                  | Yes – 11426 Rojas, Suite A-9, El Paso, TX 79936         |
| <b>Troxell Communications, Inc.</b>                     | N/A   |
| <b>Video Insight, Inc.</b>                              | N/A   |
| <b>911 Security Cameras</b>                             | N/A   |

**3. LOCAL SALES PERSON TO WORK WITH REGION 19 COOP MEMBERS INCLUDING NAME, PLACE OF RESIDENCE, PHONE NUMBER, CELL PHONE, AND EMAIL ADDRESS?**

**Abacus Computers, Inc.**

Gabriel Dominguez; 432-687-5424; [gabriel@abacutx.com](mailto:gabriel@abacutx.com); Cell 432-940-4101;  
Edward Garcia; 432-687-5424; [egarcia@abacustx.com](mailto:egarcia@abacustx.com) Midland. Is in El Paso checking on customers, doing training at least one week a month. (as of November 2013)

**Audio Resource Group**

All reps are in North Dakota

**Coefficient Electric & Communication Systems**

Tom Coulehan – 2706 E. Yandell, cell 915-525-2352; office 915-833-8987; [tom.coulehan@cecs-elp.com](mailto:tom.coulehan@cecs-elp.com)

**Du Motion**

Harold de Quesnay; 1601 Montana Ave.; 915-497-5010; [harold@dumotionav.com](mailto:harold@dumotionav.com)

**LOCAL SALES PERSON TO WORK WITH REGION 19 COOP MEMBERS INCLUDING NAME, PLACE OF RESIDENCE, PHONE NUMBER, CELL PHONE, AND EMAIL ADDRESS? (CONT)**

**EP Techworks, LLC**

Deborah Belis; El Paso; 915-929-8090; [debbie.belis@ep-techworks.com](mailto:debbie.belis@ep-techworks.com)  
Arturo Alvidrez; El Paso; 915-208-1983; [arturo.alvidrez@ep-techworks.com](mailto:arturo.alvidrez@ep-techworks.com)

**Ford Audio-Video Systems, LLC**

Ehren Rutherford; 13375 Stemmons Freeway; Dallas, TX 75234; 1-800-654-6744 ext. 2340; [ruthe@fordav.com](mailto:ruthe@fordav.com)

**H.B Electronics, Inc.**

Alberto Bordier; El Paso, TX; 915-727-8639 / 915-775-2552; [alberto@hbelectronicsinc.com](mailto:alberto@hbelectronicsinc.com)

**Knight Security Systems**

Whitney Oldfather; 512-550-7128 / 512-592-7863; [woldfather@knightsewcurity.com](mailto:woldfather@knightsewcurity.com)

**Mirador Enterprises, Inc.**

Hector Martinez; 8201 lockheed Suite 110, El Paso, TX 79925; 915-546-4111; [hmartinez@miradorenterprises.com](mailto:hmartinez@miradorenterprises.com)

**PyroCom Systems, Inc.**

Joshua G. luttrel; El Paso, TX; 915-772-0880 / 915-526-8751; [josh@pyrocomsystems.com](mailto:josh@pyrocomsystems.com)

**SD Technologies**

Gardner Wilcox; Clint, TX; office 915-629-0463 / cell 915-529-5772; [gwilcox@sd-tech.us](mailto:gwilcox@sd-tech.us)  
Donald Davis; El Paso, TX; office 915-629-0463 / cell 915-526-9496; [ddavis@sd-tech.us](mailto:ddavis@sd-tech.us)

**Troxell Communications, Inc.**

Che Juarez; 7101 N. Mesa St. #319, El Paso, TX 79912; [che.juarez@trox.com](mailto:che.juarez@trox.com); Phone 800-578-8858 Ext. 6310 / 915-765-7410; Fax 800-589-5939 / 915-525-6121

**Video Insight, Inc.**

Randy Hillard; 713-621-9779; [rhillard@video-insight.com](mailto:rhillard@video-insight.com)

**911 Security Cameras**

Jeff Willis; 8714 Sterling Ave.; Houston, TX 77031; 214-341-6565; cell 832-274-2056

**REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION**

**4. NUMBER OF DELIVERY TRUCKS IN EL PASO AND/OR HUDSPETH COUNTIES?**

|   |   |
|---|---|
| <b>Abacus Computers, Inc.</b>                           | All of our products are shipped via UPS, FedEx & SAIA trucking. If need delivery lift gates and inside delivery will be provided. |
| <b>Audio Resource Group</b>                             | N/A   |
| <b>Coefficient Electric &amp; Communication Systems</b> | 15  |
| <b>Du Motion</b>  | 3   |
| <b>EP Techworks, LLC</b>                                | 3   |
| <b>Ford Audio-Video Systems, LLC</b>                    | 0   |
| <b>H.B Electronics, Inc.</b>                            | 3   |
| <b>Knight Security Systems</b>                          | Varies  |
| <b>Mirador Enterprises, Inc.</b>                        | 4   |
| <b>PyroCom Systems, Inc.</b>                            | 9   |
| <b>SD Technologies</b>                                  | 6   |
| <b>Troxell Communications, Inc.</b>                     | Deliveries are provided by national carriers (UPS, FedEx, Common Carriers)  |
| <b>Video Insight, Inc.</b>                              | N/A   |
| <b>911 Security Cameras</b>                             | None  |

**5. YEARS DOING BUSINESS IN EL PASO SELLING / INSTALLING ITEMS SUBMITTED FOR AWARD CONSIDERATION?**

|   |   |
|---|---|
| <b>Abacus Computers, Inc.</b>                           | 30 years in West Texas. Delivering products & installing and setting up equipment in all of West Texas including El Paso. |
| <b>Audio Resource Group</b>                             | In business since 2005, Installation is not needed.   |
| <b>Coefficient Electric &amp; Communication Systems</b> | 25 yrs  |
| <b>Du Motion</b>  | 62 yrs  |
| <b>EP Techworks, LLC</b>                                | 3 yrs   |
| <b>Ford Audio-Video Systems, LLC</b>                    | 39 yrs  |
| <b>H.B Electronics, Inc.</b>                            | 27 yrs  |
| <b>Knight Security Systems</b>                          | 30 yrs  |
| <b>Mirador Enterprises, Inc.</b>                        | 10 yrs  |
| <b>PyroCom Systems, Inc.</b>                            | 15 yrs  |
| <b>SD Technologies</b>                                  | 8 yrs   |
| <b>Troxell Communications, Inc.</b>                     | Over 10yrs in the El Paso area, in business since 1983.   |
| <b>Video Insight, Inc.</b>                              | N/A   |
| <b>911 Security Cameras</b>                             | None  |

**6. DOES VENDOR AGREE TO KEEP ALL ESC REGION 19 PURCHASING COOPERATIVE MEMBERS INFORMED WITH ELECTRONIC COPIES OF WHOLESALE/ PRICE LISTS DURING THE CONTRACT PERIOD, AS WELL AS PROVIDING ESC REGION 19 PURCHASING CURRENT ON ALL CURRENT MANUFACTURER PRICE LISTS REGARDLESS OF THE NUMBER GENERATED BY THE WHOLESALE MANUFACTURER? IF YES, PROVIDE DETAILS ON HOW THIS WILL BE FACILITATED:**

**Abacus Computers, Inc.** - Abacus will provide electronic list to all Region 19 coop members. Will also do onsite visits to go over new products & pricing. We have done this for Region 18,17,15,14, & 12.

**Audio Resource Group** - We will honor contract price. If anything changes, we will fax/email you.

**Coefficient Electric & Communication Systems** - If awarded the RFP by R19, Coefficient Electronic & Communication Systems will make available to all R19 customers access to web portal within Coefficient's web site that will have all pertinent price lists, installation standards and warranty processing info. Additionally, Coefficient will contact all R19 members via either phone or email to solicit any questions the entity may have regarding items within the RFP.

**Du Motion** – Pricing and catalogs will be emailed to all members

**EP Techworks, LLC** – Yes, electronically

**Ford Audio-Video Systems, LLC** – Yes, provided by your account manager

**H.B Electronics, Inc.** – By PDF email files

**Knight Security Systems** – Knight will keep ESC-19 up to date with current rates via any vehicles applicable, mail, email, phone, etc. whichever is the preferred method among members.

**Mirador Enterprises, Inc.** – Yes, via email, telephone and in person.

**PyroCom Systems, Inc.** – Yes, price lists for R19 included with bid. Price lists for Coop members will be provided upon request.

**SD Technologies** – Yes, emailed upon request.

**Troxell Communications, Inc.** - R19 contract pricing will be available online through a dedicated website at [www.trox.com](http://www.trox.com) upon award. Website pricing is updated daily by manufacturers. Please see attached Troxell Communications, Inc. website advantages.

**Video Insight, Inc.** - Yes

**911 Security Cameras** - Yes

**7. DOES VENDOR ACCESS A DELIVERY CHARGE ON ORDERS? IF YES, PROVIDE DETAILS INCLUDING MINIMUM ORDERS FOR DELIVERY TO BE INCLUDED, ETC:**

**Abacus Computers, Inc.** - No, we offer free ground shipping on ALL products and is FOB destination on orders.

**Audio Resource Group** - Orders less than \$200 are charged \$10 shipping. Orders more than \$200 are charged 5% shipping.

**Coefficient Electric & Communication Systems** – No deliver charges are incurred.

**Du Motion** – We offer local delivery in El Paso at no charge.

**EP Techworks, LLC** – Freight charges through 3<sup>rd</sup> party delivery will be pass - through cost. All other deliveries, no charge.

**Ford Audio-Video Systems, LLC** – Yes, all prices will vary upon size of order and shipping needs.

**H.B Electronics, Inc.** - No

**Knight Security Systems** – N/A

**Mirador Enterprises, Inc.** – Yes, to be negotiated

**PyroCom Systems, Inc.** – No, local delivery in El Paso county is free of charge.

**SD Technologies** – No

**Troxell Communications, Inc.** - All prices posted in our online catalog are FOB destination except for special handling or as noted below. Special handling will be prepaid and added to the invoice. Examples of special requests include inside delivery, overnight or 2nd day delivery and shipping order consolidation. All orders over 50lbs/or orders for large items (i.e. furniture, TV/monitors and standard electronics whiteboards, etc.) will be shipped PPD and added to the invoice at the substantial discounts Troxell receives from carriers.

**Video Insight, Inc.** - Yes

**911 Security Cameras** - No

**8. CAN VENDOR PROVIDE SERVICES TO HUDSPETH COUNTIES INCLUDING HEAD START SITES AND SIERRA BLANCA ISD? IF NO, EXPLAIN;**

**Abacus Computers, Inc.** - Yes, recently we provided PD for teachers at Ysleta Pre-K Center free of charge. Yes, we can also service Sierra Blanca ISD.

**Audio Resource Group** - Yes

**Coefficient Electric & Communication Systems** – Yes

**Du Motion** - Yes

**EP Techworks, LLC** – Yes

**Ford Audio-Video Systems, LLC** – Yes, contact account manager

**H.B Electronics, Inc.** - Yes

**Knight Security Systems** – Yes, services can be provided

**Mirador Enterprises, Inc.** - Yes

**PyroCom Systems, Inc.** – Yes

**SD Technologies** – Yes

**Troxell Communications, Inc.** – Yes

**Video Insight, Inc.** – Yes

**911 Security Cameras** - Yes

**9. WILL VENDOR INSTALL EXISTING EQUIPMENT PURCHASED BY COOP MEMBER? IF SO LIST ALL MANUFACTURES CERTIFIED TO INSTALL, AND LABOR COST PER HOUR.**

**Abacus Computers, Inc.** - Yes, Front Row, Smart, Infocus.

**Audio Resource Group** - Installation is not needed.

**Coefficient Electric & Communication Systems** - Yes, \$115.00 hr. Installation price can become negotiable if prior knowledge or equipment, its manufacturer, required scope of work and installation timeline are discussed with Coefficient prior to issuance of notice to proceed by customer to coefficient. All manufactures and types of equipment listed in attachments are included.

**Du Motion** – Yes, certified all manufactures. Labor costs per hour \$110.00

**EP Techworks, LLC** – Yes, labor charge same as items 1-9, depends on type of equipment.

**Ford Audio-Video Systems, LLC** – Yes, depending on services, materials used to install equipment. (Additional charges will incur)  
(Contact vendor)

**H.B Electronics, Inc.** - N/A

**Knight Security Systems** - Contact vendor for list

**Mirador Enterprises, Inc.** - Yes, \$114.00 hr. , SNP Systems, Atlas, Emerson, DSC, M&S, Strucher, LTS, Cisco

**PyroCom Systems, Inc.** - Yes, Bogen, Everfocus, UTC Fire & Security - \$45.00 per hour / per man

**SD Technologies** - Yes, labor cost \$70.00 hr. Hirsch, Identocard, Software House, Silent Knight, Ademco, Detection System, DSC, DMP and Vigilant.

**Troxell Communications, Inc.** - We install what we sell. Installation services are available for all products sold by Troxell Communications, Inc.

**Video Insight, Inc.** - N/R

**911 Security Cameras** - We are certified in all equipment listed. Certifications have been included for all equipment that applies.

**Approved by:** \_\_\_\_\_  
(James R. Vasquez- Executive Director)  
(James R. Vasquez- Executive Director)  
(Armando Aguirre – Executive Director)

**Date:** \_\_\_\_\_  
(December 13, 2012)  
(November 14, 2013)  
(October 1, 2014)