

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Electronic Surveillance & Locking Systems- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 09-6356
RFP OPENING DATE: February 6, 2009
CONTRACT TERM: Date of award until March 31, 2011 with the option to extend in 24 month increments not to exceed 72 months in the aggregate
(Extended by ESC Region 19 until March 31, 2013)
(Extended by ESC Region 19 until March 31, 2015)
FUNDING SOURCE: ESC Region 19 School Zone
RFP's ISSUED: 14
RESPONSES: 4
ADVERTISEMENT DATES: January 18th & 25th, 2009
BOARD MEETING DATE: May 14, 2009

RECOMMENDED FOR AWARD: Advanced Security Contractors, Inc. (HUB)
CFI Security Inc.
SD Technologies (HUB pending as of 3/17/09)

TOTAL (estimated) \$1,000,000.00 (annually)

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to procure materials, maintenance, and repair for both electronic surveillance systems and locking systems. Vendors that would not provide required references or other required documentation were not considered for award. A proposal from Learn Safe, a division of MDI, Inc. was not considered because the vendor did not have anyone living and working in El Paso, which will be an important part of servicing accounts locally.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Purchasing

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Purchasing

Nancy Alvarado
ESC Region 19 Purchasing

Martin Camacho
ESC Region 19 Purchasing

Bob Moseley
ESC Region 19 Facilities

Ed Nicholas
ESC Region 19 Head Start Facilities

ORDER INFORMATION:

Advanced Security Contractors, Inc.
Attention- Virginia A. Robinson
135 Rio West Drive
El Paso, TX 79932-1834
915-845-0272
Fax: 915-845-0280
Cell Phone- 915-479-2413 for John Weaver
www.ascsecure.com
Virginia@ascsecure.com John@ascsecure.com

CFI Security, Inc.
Attn: ~~Oscar Barrera~~ John Deslongchamps / Sharon Robinet 915-373-6735 (cell) as of 3/20/2013
~~6410 Airport Road, Suite 4~~
1845 Northwestern, Suite B
~~El Paso, TX 79925~~
El Paso, TX 79912
915-778-6061
Mobile- 915-204-3003
Fax: 915-778-7046
www.cfi-ep.com
~~obarrera@cfi-ep.com~~ / srobinet@cfi-ep.com

SD Technologies
Attn: Rebecca Sullivan
11426 Rojas, Suite A-9
El Paso, TX 79936
915-629-0463
Fax: 915-590-1971
Mobile- 915-539-2440
rsullivan@sd-tech.us

SPECIAL CONDITIONS

1. This contract will be for complete service, maintenance, and upgrades to the Main Building located at 6611 Boeing Drive, El Paso, TX 79925 and other locations throughout the ESC Region 19 network of facilities as well as other agencies that are part of the ESC Region 19 Purchasing Cooperative;
2. Services under this contract include but not limited to the following;
 - ❑ Hirsch Electronics Access Control System including new installations and removal of locks
 - ❑ All Related Repairs on the Hirsch Electronic Access Control System
 - ❑ Upgrades, Repairs, and Additions to the Close Circuit TV Surveillance and Recording System consisting of Ultrak, Burle, and Phillips Equipment as well as other equipment.
3. Vendor must provide proof it is an authorized sales and service agency from Hirsch Electronics as well as any other manufacturers they submit for award consideration.
4. Vendor must submit a copy of its licenses and permits as well as other documentation in compliance with local, state, and federal laws.
5. Vendor must submit documented references on work for comparable equipment.
6. Vendor must provide proof of General Liability, Auto Liability, and Workers Compensation Insurance for award consideration. Vendors who cannot provide these requirements need not respond to this proposal.
7. Vendors must be able to provide payment bonding for single projects exceeding \$25,000 and both payment bonding and performance bonding for any single projects that exceed \$100,000.
8. This contract will be awarded based on 60% pricing and 40% vendor performance history and ability to facilitate requirements specified in this proposal.
9. Region 19 reserves the option to award lots 1 & 2 individually or as a group, or whatever is determined to be in the best interest of the ESC Region 19 Purchasing Cooperative and ESC Region 19.
10. Any vendors wishing to see some of existing installations and equipment to be serviced and/or upgraded during the contract term can contact Ed Nicholas for Head Start locations at 915-915-276-3798 or Bob Moseley can be reached at 915-329-2087 for the ESC Region 19 Boeing location. A list of other ESC Region 19 Purchasing Cooperative members is provided with this RFP.

BID RESPONSE FORM

Lot 1- Hirsch Electronics Access Control System

- | | | |
|--|---|----------------|
| 1. Response Time for normal service calls? | | 24 hours |
| 2. Response Time for emergency service calls? | | 4 hours |
| 3. Hourly Rate for Service Work ? | | \$70.00 / hour |
| 4. Hourly Rate for estimating and consulting? | | No Charge |
| 5. Does hourly rate include two technicians? | | No |
| 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? | | \$95.00/ hour |
| 7. Markup over Cost for parts & supplies? | Less than \$2500 | 33.3% |
| | Less than \$5000 | 33.3% |
| | Less than \$10,000 | 33.3% |
| | Greater than \$10,000 | 33.3% |
| 8. ESC Region 19 understands that price lists change frequently, and the trade services suggested list pricing from the manufacturer must be submitted with this contract and kept current with the ESC Region 19 Purchasing Cooperative at all times during the contract period.
Agreed <u>On file</u>
(initial & date agreement) | | |
| 9. Vendor must provide a letter from Hirsch stating it is authorized and certified to repair, replace, install, and sell Hirsch Locking Systems parts and installation. | | |
| Provided? | Yes- Factory trained technicians- ASC has 4
Yes- Factory trained technicians- SD has 1 | |

1st low- Advanced Security Contractors- 24 hours / 8 hours / \$70/ hour/ no charge/ no / \$95/ hour/ 33.3% over cost for parts & supplies

2nd low- SD Technologies- 24 hours / 4 hours/ \$72.50/ hour/ no charge/ yes/ \$108.75/ hour/ 36% markup on < \$2500, 32% on < \$5,000, 29% on < \$10,000, and 25% on > \$10,000.

Lot 2- Electronics Access Control Systems (other than Hirsch)

Manufacturer submitted **DSX Access Systems, Inc.**

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|--|-----------------------|---------------|
| 1. Response Time for normal service calls? | | 24 hours |
| 2. Response Time for emergency service calls? | | 8 hours |
| 3. Hourly Rate for Service Work (6:30 AM – 6:00 PM)? | | \$65.00/ hour |
| 4. Hourly Rate for estimating and consulting? | | No charge |
| 5. Does hourly rate include two technicians? | | No |
| 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? | | \$95.00/ hour |
| 7. Discount from MSRP for parts & supplies? | Less than \$2500 | 11.5 % |
| | Less than \$5000 | 11.5% |
| | Less than \$10,000 | 11.5 % |
| | Greater than \$10,000 | 11.5 % |

Notation- Discount is from Manufacturer's Suggested Retail Price List for both parts and supplies

8. ESC Region 19 understands that price lists change frequently, and the trade services suggested list pricing from the manufacturer must be submitted with this contract and kept current with the ESC Region 19 Purchasing Cooperative at all times during the contract period.
Agreed On file
(initial & date agreement)
9. Vendor must provide a letter from DSX stating it is authorized and certified to repair, replace, install, and sell DSX Locking Systems parts and installation.

Provided? Yes

1st Low- CFI Security Inc- 24 hours/ 8 hours/ \$65.00/ hour/ No charge/ No/ \$95.00/ hour/ 11.5% discount on parts from manufacturer MSRP

Lot 3 - CCTV Surveillance, Monitoring, and Recording System (Bosch, Vicon, Philips, Panasonic, Altronics, but not limited to)

Manufacturers submitted for award consideration (list all surveillance & monitoring systems on space provided below; **CFI (1st low)** is factory trained and certified with **Bosch (formerly Philips)** and **Honeywell Video**. CFI has the experience and technical expertise to work with all Region 19 members existing commercial grade surveillance systems including analog or IP cameras, digital recorders, NVR's, software and power supplies. CFI can provide recommendations for adding, replacing,

or modifying existing systems to meet clients requirements. Exceptions would be proprietary, non-commercial grade/quality, systems that have limited commercial acceptance or are obsolete with parts no longer available.

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|--|-----------------------|---------------|
| 1. Response Time for normal service calls? | | 24 hours |
| 2. Response Time for emergency service calls? | | 8 hours |
| 3. Hourly Rate for Service Work ? | | \$65.00/ hour |
| 4. Hourly Rate for estimating and consulting? | | No Charge |
| 5. Does hourly rate include two technicians? | | No |
| 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? | | \$95.00/ hour |
| 7. Discount from MSRP for parts & supplies? | Less than \$2500 | 22.5% |
| | Less than \$5000 | 22.5% |
| | Less than \$10,000 | 22.5% |
| | Greater than \$10,000 | 22.5% |
| 8. ESC Region 19 understands that price lists change frequently, and the trade services suggested list pricing from the manufacturer must be submitted with this contract and kept current with the ESC Region 19 Purchasing Cooperative at all times during the contract period.
Agreed <u>On file</u>
(initial & date agreement) | | |
| 9. Vendor must provide a letter from Manufacturers stating it is authorized and certified to repair, replace, install, and sell Manufacturer's parts and installation. | | |
| Provided? | Yes | |

1st low- CFI Security Inc.- 24 hours/ 8 hours/ \$65/ hour/ no charge/ no/ \$95/ hour/ "22.5% discount from MSRP" for Bosch, Honeywell, and other manufacturers parts and equipment purchased by vendor

2nd low- Advanced Security Contractors, Inc.- 24 hours/ 8 hours/ \$70/ hour/ no charge/ "33.3 % markup from vendor's cost" for Vicon and other manufactures parts and equipment purchased by vendor. Vendor is factory trained and a certified reseller on all other manufacturers it sells and services.

Note- ASC is a certified partner with the following manufacturers; 13DVR, IQEnvision, DVTel-IP, SAY, Firetide, Panasonic IP, ONSSI-IP; They also sell and service but are not a certified dealer for Bosch, Pelco, Axis, American Dynamics, and Sony. Markup from cost remains the same from all manufacturers both certified partners and non-certified.

****Amendment to contract as of February 2014 Bogen Communications, Inc. , Visiplex, Inc. added to material vendors to contract, any mark-up and labor associated with the product for these two vendors will remain the same as indicated on RFP #09-6356.****

RFP # 09-6356
Date _____

REQUIRED QUESTIONNAIRE FOR AWARD CONSIDERATION:

1. Number of Service Personnel living and working in El Paso, Texas?
 - Advanced Security Contractors, Inc.-10 technicians
 - CFI Security Inc.- 14 technicians
 - SD Technologies- 7 technicians

2. Contact Person's Name and phone number assigned to this contract in the event of an award?
 - Advanced Security Contractors, Inc.-Virginia Robinson- 915-845-0272
 - CFI Security Inc.- ~~Oscar Barreda~~ Office- ~~915-78-6061~~/ Mobile- ~~915-204-3003~~
Sharon Robinet 915-373-6735 (cell) as of 3/20/2013

 - SD Technologies- Rebecca Sullivan- Office- 915-629-0463/ Mobile- 915-539-2440

3. Number of Years in business in El Paso?
 - Advanced Security Contractors, Inc.- 11 years
 - CFI Security Inc.- 14 years
 - SD Technologies- 7 years

4. Number of service/installation vehicles?
 - Advanced Security Contractors, Inc.-10
 - CFI Security Inc.- 9
 - SD Technologies- 5

5. Please check boxes of any ESC Region 19 Coop members vendor will not or cannot service?
 - ANTHONY ISD
 - BURNHAM WOOD CHARTER SCHOOLS
 - CANDLELIGHTERS OF EL PASO
 - CANUTILLO ISD
 - CITY OF EL PASO
 - CITY OF HORIZON
 - CITY OF SOCORRO
 - CLINT ISD
 - EL PASO CATHOLIC DIOCESE SCHOOLS
 - EL PASO COMMUNITY COLLEGE
 - EL PASO INDEPENDENT SCHOOL DISTRICT
 - EL PASO COMMUNITY COLLEGE
 - EI PASO MHMR
 - EL PASO SCHOOL FOR EXCELLENCE
 - FABENS INDEPENDENT SCHOOL DISTRICT
 - HOUSING AUTHORITY OF THE CITY OF EL PASO TEXAS
 - REGION 19 MAIN BUILDING
 - REGION 19 HEAD START
 - SAINT MARK'S SCHOOL
 - SAN ELIZARIO ISD
 - SOCORRO ISD
 - TEXAS TECH UNIVERSITY HEALTH SCIENCES CENTER
 - TORNILLO INDEPENDENT SCHOOL DISTRICT
 - UNIVERSITY OF TEXAS AT EL PASO
 - YSLETA ISD
 - YWCA OF EL PASO

**** Amendment to contract - CFI Security Inc. will extend services to all ESC Allied States Cooperative members ****
As of 4/10/2014

Approved by: _____ Date: _____
(James R. Vasquez) (March 20, 2009)
(James R. Vasquez) (March 7, 2011)
(James R. Vasquez) (March 7, 2013)