

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

**RFP TITLE:** Fire Extinguishers, Fire Suppression Systems, and Related Purchases, Installations, and Inspections – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 14-7043  
**RFP OPENING DATE:** June 3, 2014  
**CONTRACT TERM:** Date of award until June 30, 2015 with the option to extend 12 month increments not to extend beyond 36 month in the aggregate  
**(Extended by Region 19 until June 30, 2016)**  
**(Extended by Region 19 until June 30, 2017)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 26  
**RESPONSES:** 5  
**ADVERTISEMENT DATES:** El Paso Times May 9, 2014 & May 16, 2014  
**BOARD MEETING DATE:** July 17, 2014

**RECOMMENDED FOR AWARD** **Assurance Fire Protection, LLC**  
**Century Fire Systems, LLC (HUB)**  
**Henderson Fire Protection, Inc.**  
**Matrix Special Systems, Inc**  
**Pyrocom Systems, Inc.**

**TOTAL (estimated)** \$1,500,000.00

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Allied States Cooperative members and Region 19 to purchase the Fire Safety and Suppression devices, equipment, services, and inspections identified when required during the contract period. All vendors being recommended for award received a 80% or better rating on reference checks. As a cooperative contract, virtually every manufacture of fire protection equipment is represented through various vendors recommended for award on this contact. In compliance with the special conditions, all users of this contract should request a current manufacturer price list from the vendor when placing orders to insure discounts extended are correct.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

Martin Camacho  
ESC Region 19 Allied States Cooperative

Mary Jane Lopez  
ESC Region 19 Allied States Cooperative

**Contact Information**

**Assurance Fire Protection, LLC**  
Sean Chow  
10041 Carnegie Ave.  
El Paso, TX 79925  
915-591-4544  
Fax: 915-591-4569  
[assfireprot1206@sbcglobal.net](mailto:assfireprot1206@sbcglobal.net)

## **Contact Information**

### **Century Fire Systems, LLC (HUB)**

J.A. Alvarado  
490 Eagle Drive  
El Paso, TX 79912  
915-584-0523  
Fax: 915587-6864  
[www.centuryfireep.com](http://www.centuryfireep.com) / [cfselptx@swbell.net](mailto:cfselptx@swbell.net)

### **Henderson Fire Protection, Inc.**

Donna Henderson  
P.O. BOX 4193  
El Paso, TX 79914  
915-751-2585  
Fax: 915-751-0676  
[hendfireep@aol.com](mailto:hendfireep@aol.com)

### **Matrix Special Systems, Inc.**

Greg Adams  
3634 Wooster  
El Paso, TX 79936  
915-591-9710  
Fax: 915-591-6680  
[matrix3915@sbcglobal.net](mailto:matrix3915@sbcglobal.net)

### **Pyrocom Systems, Inc.**

Joshua G. Luttrell Sharon Robinet (changed as of April 2016)  
820 Kastrin St.  
El Paso, TX 79907  
915-772-0880 / Cell 915-373-6735  
Fax: 915-772-0885  
[josh@pyrocomsystems.com](mailto:josh@pyrocomsystems.com) / [srobinet@pyrocomsystems.com](mailto:srobinet@pyrocomsystems.com)

## **SPECIAL CONDITIONS**

- 1) Guaranteed response time after receipt of order will be a determining factor in award recommendation
- 2) Award basis will be 75% Pricing, 25% Past Performance & reference checks as well as other factors identified in the boiler plate in compliance with Texas Education Code.
- 3) Any required licenses or permits should be provided at the time proposals are submitted.
- 4) Vendors will provide the number of employees, vehicles, and the company's primary location at the time proposals are submitted.
- 5) Questions should be directed to Martin Camacho at 915-780-5088.
- 6) This contract will be for use as needed by ESC Region 19 Purchasing Cooperative Agencies in El Paso.
- 7) The intent of this bid is to get the best value for all membership through economy of scales purchasing practices and save funding by reducing costly administrative time and money in processing service requests.
- 8) Awarded vendors will be responsible for contacting each school district and advising them of this award. All awards will be available for membership on the Region 19 Purchasing Web Site.

## **SPECIAL CONDITIONS**

- 9) Insurance as stated in the boiler plate must be included with submittals.
- 10) Vendors who do not have Workers Compensation Insurance for all employees will not be considered for award.
- 11) This contract will be awarded on an item by item basis or “all or none” depending on what is in the best interest of its Purchasing Cooperative members.
- 12) By submitting this proposal, vendor agrees to service current membership as well as any new members that join during the contract period. Currently, ESC Region 19 has over 90 Purchasing Cooperative members.
- 13) Current Manufacture Suggested Retail Pricing should be submitted with proposals for evaluation purposes. It is understood that manufacture’s price lists are subject to change without notice as long as discounts and/or markups remain the same during the contract period.

## **RESPONSE FORM**

1. Number of Personnel living and working in El Paso, Texas?

**Assurance Fire Protection, LLC - 10**

**Century Fire – N/R**

**Henderson Fire – 8**

**Matrix – 15**

**Pyrocom Systems - 13**

2. Physical Address for walk in business?

**Assurance Fire Protection, LLC – 10041 Carnegie Ave. 79925**

**Century Fire – 490 Eagle Drive El Paso, TX 79912**

**Henderson Fire – 5240 Gunter Ave. El Paso, TX 79904**

**Matrix – 3634 Wooster El Paso, TX 79936**

**Pyrocom Systems - 820 Kastrin St. El Paso, TX 79907**

3. Contact Person’s Name and phone number assigned to this contract in the event of an award?

**Assurance Fire Protection, LLC – Sean Chow 915-591-4544**

**Century Fire – Albert Alvarado 915-584-0523**

**Henderson Fire – Donna Henderson – 915-751-2585**

**Matrix – Greg Adams – 915-591-9710**

**Pyrocom Systems - ~~Joshua G. Luttrell~~ Sharon Robinet (changed as of April 2016) 915-772-0880**

## RESPONSE FORM

4. Total Current Local Inventory?

**Assurance Fire Protection, LLC - \$200,000.00**

**Century Fire – 130K**

**Henderson Fire - \$20,000.00**

**Matrix - \$10,000.000**

**Pyrocom Systems - \$10,000.00**

5. Number of Years in business in El Paso?

**Assurance Fire Protection, LLC – 23 years**

**Century Fire – 17 years**

**Henderson Fire – 30 years**

**Matrix – 15**

**Pyrocom Systems - 17**

6. Does vendor offer discounts based on volume purchases? ...If yes, explain.

**Assurance Fire Protection, LLC – Over \$10,000.00 – 1% discount**

**Century Fire – Yes, Must be quoted by manufacturer / dealer prior to discounts**

**Henderson Fire - No**

**Matrix – No**

**Pyrocom Systems - No**

7. Does vendor offer discounts for early pay? ...If yes, explain.

**Assurance Fire Protection, LLC – 2% Net 10 days from date of invoice**

**Century Fire – No**

**Henderson Fire – Yes, 2% 10 days from invoice date / net 30 days**

**Matrix – No**

**Pyrocom Systems - No**

## RESPONSE FORM

8. Number of service trucks in El Paso?

**Assurance Fire Protection, LLC – 7**

**Century Fire – 17**

**Henderson Fire – 4**

**Matrix – 11**

**Pyrocom Systems - 6**

9. Provide listing of electronic fire systems authorized to sell, install, inspect, and service?

**Assurance Fire Protection, LLC – Siemens**

**Century Fire – Sell: Fike, Fire Lite, Silent Knight**

**Inspect: Fike, Silent Knight, Fire Lite, Faraday, Notifier, EST Simplex, Harrington & Safe Tech**

**Henderson Fire – None**

**Matrix – Sell: EST, Firelite, Silent Knight**

**Inspect: EST, Firelite, Silent Knight, Faraday, Notifier, Pyrotronics**

**Pyrocom Systems - Siemens, Firelite, Silent Knight, EST, Monaco, Faraday, Mirtone, Notifier, FCI, Gamewell, EVAX, Honeywell**

10. Provide listing of fire sprinkler systems authorized to sell, install, inspect, and service?

**Assurance Fire Protection, LLC – none**

**Century Fire – Viking, Reliable, Globe, Tyco, Automatic Fire, Victanlic, Fike, Grinnell & Central**

**Henderson Fire - None**

**Matrix – N/R**

**Pyrocom Systems – N/A**

11. Provide 3 reference current accounts for contacting including company name, contact person, email, phone number and type of services provided for evaluation purposes;

**OnFile**

**ITEM DESCRIPTION****PRICE/ DISCOUNT ARO****1. Electronic Fire Systems****Assurance Fire**

Provide Manufacturers Price List	
Manufacturer(s)	Siemens
Discount for Systems	10%
Hourly rate for inspection	\$95.00
Discount from Parts	10%
Response Time for Service	24-48 hrs.

**Century Fire**

Provide Manufacturers Price List	
Manufacturer(s)	
Discount for Systems	10%
Hourly rate for inspection	\$72.00
Discount from Parts	0%
Response Time for Service	2 hrs.

**Henderson Fire** No Bid

**Matrix** No Bid

**Pyrocom Systems** No Bid

**2. Fire Sprinkler Systems****Assurance Fire**

Provide Manufacturers Price List	
Manufacturer(s)	Siemens
Discount for Systems	10%
Hourly rate for inspection	\$125.00
Discount from Parts	10%
Response Time for Service	24-48 hrs.

**Century Fire**

Provide Manufacturers Price List	
Manufacturer(s)	
Discount for Systems	10%
Hourly rate for inspection	\$70.00
Discount from Parts	0%
Response Time for Service	2 hrs.

**Henderson Fire** No Bid

**Matrix** No Bid

**Pyrocom Systems** No Bid

### 3. Existing Wet Pipe System Inspection Fee

#### Assurance Fire

Cost	\$225.00
Response Time for Service	48-72 hrs.
Hourly rate for inspection	\$95.00
Pricing	10%

#### Century Fire

Cost	\$125.00
Response Time for Service	2 hrs.
Hourly rate for inspection	\$62.50
Pricing	10%

**Henderson Fire** No Bid

**Matrix** No Bid

**Pyrocom Systems** No Bid

### 4. Existing Dry Pipe System Inspection Fee

#### Assurance Fire

Cost	\$225.00
Response Time for Service	48-72 hrs.
Hourly rate for inspection	\$95.00
Pricing	10%

#### Century Fire

Cost	\$150.00
Response Time for Service	2 hrs.
Hourly rate for inspection	\$75.00
Pricing	10%

**Henderson Fire** No Bid

**Matrix** No Bid

**Pyrocom Systems** No Bid

## 5. Existing Pre-Action System Inspection Fee

### Assurance Fire

Cost	\$250.00
Response Time for Service	48-72 hrs.
Hourly rate for inspection	\$110.00
Pricing	10%

### Century Fire

Cost	\$150.00
Response Time for Service	2 hrs.
Hourly rate for inspection	\$75.00
Pricing	10%

**Henderson Fire** No Bid

**Matrix** No Bid

**Pyrocom Systems** No Bid

## 6. Fire Alarm Panel Fee

### Assurance Fire

Cost	\$250.00
Response Time for Service	48-72 hrs.
Hourly rate for inspection	\$110.00
Pricing	10%

### Century Fire

Cost	\$125.00
Response Time for Service	2 hrs
Hourly rate for inspection	\$62.50
Pricing	10%

**Henderson Fire** No Bid

### Matrix

Cost	\$250.00
Response Time for Service	24 hrs.
Hourly rate for inspection	\$75.00
Pricing	30%

### Pyrocom Systems

Cost	\$250.00
Response Time for Service	24-48 hrs.
Hourly rate for inspection	\$85.00
Pricing	20%



## 7. Fire Line Back Flow Preventers

### Assurance Fire

Cost	\$180.00
Response Time for Service	48-72 hrs.
Hourly rate for inspection	\$95.00
Pricing	10%

### Century Fire

Cost	\$125.00
Response Time for Service	2 hrs
Hourly rate for inspection	\$62.50
Pricing	10%

**Henderson Fire** No Bid

**Matrix** No Bid

**Pyrocom Systems** No Bid

## 8. Sales of Portable Dry Fire Extinguishers

Vendor to provide complete price list and discounts from price list based on volume.

### Assurance Fire

Manufacturer(s)	Ansul
Price List Provided	Yes
Discount on Purchases of \$1 to \$500	25%
Discount on Purchases of \$501 to \$2,500	25%
Discount on Purchases of \$2,501 to \$5,000	25%
Discount on greater than \$5,001	25%

**Century Fire** No Bid

### Henderson Fire

Manufacturer(s)	Badger
Price List Provided	Yes
Discount on Purchases of \$1 to \$500	25%
Discount on Purchases of \$501 to \$2,500	25%
Discount on Purchases of \$2,501 to \$5,000	28%
Discount on greater than \$5,001	32%

### Matrix

Manufacturer(s)	Amerex, Buckeye, Badger
Price List Provided	Yes
Discount on Purchases of \$1 to \$500	0%
Discount on Purchases of \$501 to \$2,500	0%
Discount on Purchases of \$2,501 to \$5,000	0%
Discount on greater than \$5,001	0%

**Pyrocom Systems** No Bid

## 9. Inspection, Service, and Tagging of Portable Dry Fire Extinguishers

Vendor to provide complete price list for all sizes and manufacturers it will service and maintain compliance with fire codes.

### Assurance Fire

Price List Provided	Yes
Markup for Parts	10%

### Century Fire

Price List Provided	N/R
Markup for Parts	

### Henderson Fire

Price List Provided	Yes
Markup for Parts	30%

### Matrix

Price List Provided	Yes
Markup for Parts	30%

### Pyrocom Systems

Price List Provided	N/B
Markup for Parts	

## 10. Fire Sprinkler Monitoring

Provide details including all costs, hourly rates and costs per month for monitoring as well as any other associated costs for this service including supplier information.

**Century Fire** - N/B

**Assurance Fire** - N/B

**Henderson Fire** - None

**Matrix** - \$350.00 for DACT & installation when needed (existing unmonitored systems)  
\$32.00 per month for 24 hr. central station monitoring  
\$75.00 per hour service

**Pyrocom Systems** - \$34.00 month, 1 year contract; \$85.00 hour for service / inspection, \$105.00 hour overtime; 20% discount on parts referenced in Siemens MSRP pricelist.

## 11. Fire Evacuation Systems

Provide details including all costs, hourly rates and costs per month monitoring as well as any other associated costs for this service, including supplier information and MSRP from suppliers proposed.

**Assurance Fire** - N/B

**Century Fire** - Will be quoted on a case by case basis

**Henderson Fire** - None

**Matrix** - \$350.00 for DACT & installation when needed  
\$32.00 per month for 24 hr. central station monitoring

**Pyrocom Systems** - \$34.00 month, 1 year contract; \$85.00 hour for service / inspection, \$105.00 hour overtime;  
20% discount on parts referenced in Siemens MSRP pricelist.

## 12. Mass Notification

Provide details including all costs, hourly rates and costs per month monitoring as well as any other associated costs for this service, including supplier information and MSRP from suppliers proposed.

**Assurance Fire** - N/B

**Century Fire** - Will be quoted on a case by case basis

**Henderson Fire** - None

**Matrix** - \$350.00 for DACT & installation when needed  
\$32.00 per month for 24 hr. central station monitoring

**Pyrocom Systems** - \$34.00 month, 1 year contract; \$85.00 hour for service / inspection, \$105.00 hour overtime;  
20% discount on parts referenced in Siemens MSRP pricelist.

## 13. Other Fire Protection Services;

Not identified in this contract that vendor wishes to submit for evaluation and possible award consideration.  
(Provide details, manufactures, type of service, and any other information to be considered in the best interest of the ESC Region 19 Allied States Cooperative)

**Assurance Fire** – None

**Century Fire** – Private Fire hydrants, Code Consulting, Fire Engineering, Performance Based Code Alternatives,  
Clean Agent Systems, Hazard Analysis, Hydraulic Analysis

**Henderson Fire** - None

**Matrix** – Matrix Special Systems also sells, services and installs CCTV, nurse call, access control, security, fire alarm and communication systems. We provide 24 hour central station monitoring of fire alarm, sprinkler and security systems and elevator phones.

**Pyrocom Systems** - N/R

Additionally, please use the space below to provide references for which goods and services have been provided that is comparable to the stated requirements in the past 12 months;

<u>Contact Person</u>	<u>Phone Number</u>	<u>Email</u>	<u>Type of Work Performed</u>
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**On File**

**Mark Area Willing to Serve to Cooperative Members Outside of El Paso.**

**Assurance Fire** – New Mexico, Texas

**Century Fire** – New Mexico, Texas

**Henderson Fire** – Dona Ana & Otero Counties, El Paso & Hudspeth County

**Matrix** – New Mexico, Texas

**Pyrocom Systems** - New Mexico, Texas

**Details and/or explanations:**

**Assurance Fire** – Charge \$0.50 per mile after 50 mile radius. Charge travel time after the 1<sup>st</sup> hour at \$45.00 per hour.

**Henderson Fire** – Portable extinguishers only in New Mexico

**Warranty Information**

**Assurance Fire** – Limited Warranty – Ansul Incorporated, Pyro Chem Manufacturer, Siemens Manufacturer Assurance Fire Protection, LLC will warranty ESC Region 19 Allied States Cooperative as its original purchaser for a period of one (1) year on the date of delivery against defects in workmanship and materials. Assurance Fire Protection, LLC will replace or repair any component parts, which in its opinion, is defective and has not been tampered with or subjected to misuse, abuse or exposed to highly corrosive conditions. If any other fire suppression contractor, person, or entity does any type of work to the fire suppression systems or fire extinguishers within the warranty period the warranty becomes null and void. If you have any questions or concerns contact vendor.

**Century Fire** – supplier's and manufactures warranty materials for 1 year. Century Fire will warranty all labor of installed materials of workmanship for 2 years. However this excludes back flow preventers, if parts are the fault of leakage they will warranty them if debris are found to be the fault the parts and labor is not warrantied. If you have any questions or concerns contact vendor.

**Henderson Fire** – guarantees its work shall be performed in a good and workman like manner, and warranties its work against all defects of workmanship for the period on one year from the date of completion. Henderson Fire Protection's warranty excludes remedy for damage or defect caused by abuse, modifications not executed by the Henderson Fire, improper or insufficient maintenance, improper operation or normal wear and tear under normal usage. Henderson Fire will endeavor to obtain warranties from vendor or suppliers in favor of our company and our customers.

Badger Fire Protection & Pyrochem 6 year limited warranty:

KIDDE & Pyrochem will repair or replace their portables products to the original owner free of charge, if defective in material or workmanship. Fire suppression system related components have a one year limited warranty. If you have any questions or concerns contact vendor.

## **Warranty Information**

**Matrix** – warranty of one year is provided on all material and workmanship. Material found to be defective will be replaced by the manufacturer at no expense to the owner. Matrix Special Systems also sells, services and installs CCTV, nurse call, access control, security, fire alarm and communication systems. We provide 24 hour central station monitoring of fire alarm, sprinkler and security systems and elevator phones. The warranty applies to components of the system(s) under normal use, such as vandalism, water damage or “Act of God” is not covered by this warranty. If you have any questions or concerns contact vendor.

**Pyrocom Systems** – warranties all equipment and labor against defects in material and workmanship for **one full year** from the date of installation, under normal use and service. This warranty does not extend to any equipment, which has been subjected to misuse, or modified or repaired in any manner in which PyroCom Systems, Inc. believes may affect the reliability of the product. The sole and exclusive obligation of PyroCom Systems, Inc. is to repair or replace, at its option, any part, which is defective in materials or workmanship under normal use and service. The mentioned warranty shall be applied to the following job, beginning on the date shown. PyroCom will not assume responsibility for damage due to abnormal conditions such as fires, flood, power surges, lightning, water immersion, etc. This warranty is void if there is failure to maintain the products and installed systems in which they operate in a proper and workable manner. If you have any questions or concerns contact vendor.

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Sonia Eubank–Associate Executive Director)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(June 30, 2014)  
(June 25, 2015)  
(May 09, 2016)