

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

**RFP TITLE:** Electronic Surveillance & Locking Systems – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 15-7122  
**RFP OPENING DATE:** April 23, 2015  
**CONTRACT TERM:** Date of award until April 30, 2017 with the option to extend 24- month increments not to extend beyond 72 months in the aggregate  
**(Extended by Region 19 ASC until April 30, 2019)**  
**(Extended by Region 19 ASC until April 30, 2021)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 32  
**RESPONSES:** 6  
**ADVERTISEMENT DATES:** El Paso Times April 8, 2015 and April 15, 2015  
**BOARD MEETING DATE:** May 21, 2015

**RECOMMENDED FOR AWARD** **Advanced Security Contractors (HUB)**  
**Aegis Special Systems, LLC (HUB) as of June 2015**  
**Electripro Inc. dba Integrated Technologies and Designs**  
**Matrix Special Systems, Inc.**  
~~SD Technologies, LLC~~  
**DS Integrators, LLC (as of September 2016)**  
~~The Saucedo Co.~~  
**Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017**  
~~Tyco Integrated Security~~  
**Johnson Controls Security Solutions LLC** (name change as of March 2018)  
**TOTAL (estimated) \$ 3,500,000.00/year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to procure the stated equipment, materials, maintenance, and repair for both electronic surveillance systems and locking systems. All vendors recommended for award scored at least 8 points out of a possible 10. This award can be used by members in Texas, New Mexico, and Arizona. See page 13 for which states vendors will provide services under this award. All vendors submitted current manufacture pricing with submissions.

**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:**

**Advanced Security Contractors(HUB)**

Virginia A. Robinson 135 Rio West Drive  
El Paso, TX 79932  
915-845-0272  
Fax: 915-845-0280  
[www.ascsecure.com](http://www.ascsecure.com) / [virginia@ascsecure.com](mailto:virginia@ascsecure.com)

**Aegis Special Systems, LLC(HUB)**

Samuel Fierro  
~~13917 Blooming Desert 633 Davenport Ct. \*updated October 24, 2017~~ **12305 Mercantile Ave. Ste. 3-S\*updated 1/21/21**  
~~Drive Horizon City, TX 79928~~ El Paso, TX 79928  
915-526-9387  
Fax: 915-975-8223  
[www.aegis-ss.com](http://www.aegis-ss.com) / [sfierro@aegis-ss.com](mailto:sfierro@aegis-ss.com)

**Electripro Inc. dba Integrated Technologies and Designs**

Jon N. Weaver /~~Robert A. Martinez~~ Laura Real Y Vasquez\***updated 03/08/2018**  
~~4509 Osborne~~ 230 Chelsea St.  
El Paso, TX 79922 79905  
915-532-8687  
Fax: ~~915-532-1704~~ 915-703-2220  
[www.intechd.com](http://www.intechd.com) / [sales@intechd.com](mailto:sales@intechd.com)  
~~www.itdtexas.com /~~ [sales@itdtexas.com](mailto:sales@itdtexas.com) / [John@itdtexas.com](mailto:John@itdtexas.com) / [Robert@itdtexas.com](mailto:Robert@itdtexas.com) \***updated 10/23/2017**  
[laura@itdtexas.com](mailto:laura@itdtexas.com) \***updated 03/08/2018**

**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)

**SD Technologies, LLC**

Rebecca A. Sullivan  
~~11436 Rojas Drive Ste. B-17~~  
El Paso, TX 79936  
~~915-629-0463~~  
Fax: ~~915-590-1971~~  
[rsullivan@sd-tech.us](mailto:rsullivan@sd-tech.us)

**DS Integrators, LLC (as of September 2016)**

Attn: Rebecca A. Sullivan  
840B Kastrin St.  
El Paso, TX 79907  
915-629-0463  
Fax: 915-590-1971  
[rsullivan@dsielpaso.com](mailto:rsullivan@dsielpaso.com)

~~The Saucedo Co.~~

**Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017**

David E. Saucedo  
709-711 N. Copia St.  
El Paso, TX 79903  
915-566-7101  
Fax: 915-566-8608  
[www.saucedocompany.com](http://www.saucedocompany.com) / [davide@saucedocompany.com](mailto:davide@saucedocompany.com)

**Tyco Integrated Security**

**Johnson Controls Security Solutions LLC** (name change as of March 2018)

~~John Deslongchamps / John Langell~~ Shawn Allen

~~11800 Rojas Drive Suite C-1~~ 12050 Rojas Dr.

El Paso, TX 79936

~~800-289-2647 / 505-250-5785 / 915-433-6473~~ 866-785-5463

~~Fax: 915-591-0623~~

Rudy Carrillo-Market Director/Sales Manager HVAC and Fire Johnson Controls Building Solutions, North America \*6/13/19

O: 915-342-1424

M: 915-201-9348

[rudycarrillo@jci.com](mailto:rudycarrillo@jci.com)

[www.johnsoncontrols.com](http://www.johnsoncontrols.com)

[www.tycois.com/](http://www.tycois.com/) [jmlangell@tyco.com](mailto:jmlangell@tyco.com) / [jdeslongchamps@tyco.com](mailto:jdeslongchamps@tyco.com) [shallen@simplexgrinnell.com](mailto:shallen@simplexgrinnell.com)

\* Electripro Inc. dba Integrated Technologies and Designs hourly rate has been changed from \$60.00 to \$69.00 effective 2/2016.

\*Matrix Special Systems amended the products offered on 11/17/2017- 20% discount will be applied to the pricing reflected on the Amended Products [Link\\*\\*](#)

**BID RESPONSE FORM**

**Lot 1- Hirsch Electronics Access Control System**

**Advanced Security Contractors**

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? \$ **0** / hour
5. Does hourly rate include two technicians? **No**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **105.00** / Supervisor \$ **115.00** / IT Technician \$ **115.00** /hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>33.3</u></b> %
Less than \$5000	<b><u>33.3</u></b> %
Less than \$10,000	<b><u>33.3</u></b> %
Greater than \$10,000	<b><u>33.3</u></b> %
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 Allied States Cooperative at all times during the contract period.  
**Agreed**
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**

**Electripro Inc. dba Integrated Technologies and Design**

1. Response Time for normal service calls? **8** hours
2. Response Time for emergency service calls? **4** hours
3. Hourly Rate for Service Work ? \$ ~~60.00~~ / hour \$ **69.00** / hour \***changed 2/2016**
4. Hourly Rate for estimating and consulting? \$ **60.00** / hour
5. Does hourly rate include two technicians? **Yes**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **95.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>30</u></b> %
Less than \$5000	<b><u>25</u></b> %
Less than \$10,000	<b><u>20</u></b> %
Greater than \$10,000	<b><u>20</u></b> %
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 Allied States Cooperative at all times during the contract period.  
**Agreed**
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**

**DS Integrators, LLC (as of September 2016)**

- 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? \$ **N/A** / hour – **No Charge**
- 5. Does hourly rate include two technicians? **Yes**
- 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **105.00** / hour
- 7. Markup over Cost for parts & supplies?
 

Less than \$2500	<b><u>35</u></b> %
Less than \$5000	<b><u>30</u></b> %
Less than \$10,000	<b><u>25</u></b> %
Greater than \$10,000	<b><u>20</u></b> %
- 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 Allied States Cooperative at all times during the contract period.  
**N/R**
- 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? **N/R**

The Saucedo Company

**Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017**

- Response Time for normal service calls? **2** hours
- Response Time for emergency service calls? **1** hour
- Hourly Rate for Service Work? \$ **125.00** / hour
- Hourly Rate for estimating and consulting? \$ **85.00** / hour
- Does hourly rate include two technicians? **No**
- 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **185.00** / hour
- 7. Markup over Cost for parts & supplies?
 

Less than \$2500	<b><u>0</u></b> %
Less than \$5000	<b><u>0</u></b> %
Less than \$10,000	<b><u>0</u></b> %
Greater than \$10,000	<b><u>0</u></b> %
- 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 Allied States Cooperative at all times during the contract period.  
**Agreed**
- 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? **No**

**Tyce Integrated Security**

**Johnson Controls Security Solutions LLC** (name change as of March 2018)

- 1. Response Time for normal service calls? **48** hours
- 2. Response Time for emergency service calls? **24** hours – **(8 hours if 10% or more of system is down)**
- 3. Hourly Rate for Service Work ? \$ **75.00** / hour
- 4. Hourly Rate for estimating and consulting? \$ **0** / hour
- 5. Does hourly rate include two technicians? **No**
- 6. Hourly Rate for Service Work after 6PM, Weekends, andHolidays? \$ **95.00** / hour / **\$180.00 Holidays / Weekends / hour**
- 7. Markup over Cost for parts &supplies?
 

Less than \$2500	<b><u>15</u></b> %
Less than \$5000	<b><u>15</u></b> %
Less than \$10,000	<b><u>15</u></b> %
Greater than \$10,000	<b><u>20</u></b> %
- 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 Allied States Cooperative at all times during the contract period.  
**Agreed**
- 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**

**Lot 2- Electronics Access Control Systems (other thanHirsh)**

**Aegis Special Systems.LLC**

Manufacturers submitted **AMAG, BlueWave, Identocard, Axis, Avigilon** \*updated 1/21/21

- 1. Response Time for normal service calls? **4** hours
- 2. Response Time for emergency service calls? **2** hours
- 3. Hourly Rate for Service Work (6:30 AM – 6:00 PM)? \$ **70.00** / hour \$80.00 \*updated 1/21/21
- 4. Hourly Rate for estimating and consulting? \$ **0** / hour
- 5. Does hourly rate include two technicians? **Yes**
- 6. Hourly Rate for Service Work after 6PM, Weekends, andHolidays? \$ **95.00** / hour \$109.00 \*updated 1/21/21
- 7. Markup over Cost for parts &supplies?
 

Less than \$2500	<b><u>30</u></b> % 35%
Less than \$5000	<b><u>27</u></b> % 32%
Less than \$10,000	<b><u>24</u></b> % 29%
Greater than \$10,000	<b><u>21</u></b> % 26%
- 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 Allied States Cooperative at all times during the contract period.  
**Agreed**
- 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**

**Electripro Inc. dba Integrated Technologies and Design**

Manufacturers submitted **Lenel**

1. Response Time for normal service calls? **8** hours
2. Response Time for emergency service calls? **4** hours
3. Hourly Rate for Service Work (6:30 AM – 6:00 PM)? ~~\$ 60.00 / hour~~ \$ **69.00** / hour \***changed 2/2016**
4. Hourly Rate for estimating and consulting? \$ **60.00** / hour
5. Does hourly rate include two technicians? **Yes**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **95.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>30%</u></b>
Less than \$5000	<b><u>30%</u></b>
Less than \$10,000	<b><u>30%</u></b>
Greater than \$10,000	<b><u>30%</u></b>
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 Allied States Cooperative at all times during the contract period. **Agreed**
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**

**Matrix Special Systems, Inc.**

Manufacturers submitted **TruPortal**

1. Response Time for normal service calls? **24** hours
2. Response Time for emergency service calls? **2** hours
3. Hourly Rate for Service Work (6:30 AM – 6:00 PM)? \$ **75.00** / hour
4. Hourly Rate for estimating and consulting? \$ **75.00** / hour
5. Does hourly rate include two technicians? **No**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **110.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>50%</u></b>
Less than \$5000	<b><u>50%</u></b>
Less than \$10,000	<b><u>50%</u></b>
Greater than \$10,000	<b><u>50%</u></b>
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 Allied States Cooperative at all times during the contract period. **Agreed**
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? **No**

**DS Integrators, LLC** (as of September 2016)

Manufacturers submitted **Denticard, AMAG, S2, DSX**

- 1. Response Time for normal service calls? **24** hours
- 2. Response Time for emergency service calls? **4** hours
- 3. Hourly Rate for Service Work (6:30 AM – 6:00 PM)? \$ **70.00** / hour
- 4. Hourly Rate for estimating and consulting? \$ **N/A** / hour – **No Charge**
- 5. Does hourly rate include two technicians? **No**
- 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **105.00** / hour
- 7. Markup over Cost for parts & supplies?
 

Less than \$2500	<b><u>35%</u></b>
Less than \$5000	<b><u>30%</u></b>
Less than \$10,000	<b><u>25%</u></b>
Greater than \$10,000	<b><u>20%</u></b>
- 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 Allied States Cooperative at all times during the contract period.  
**N/R**
- 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? **N/R**

**The Saucedo Company**

**Saucedo Lock, Co.** (as of May 2015) (HUB) \*as of June 21, 2017

Manufacturers submitted **Assa Abloy ProtecZClig**

- 1. Response Time for normal service calls? **2** hours
- 2. Response Time for emergency service calls? **1** hours
- 3. Hourly Rate for Service Work ? \$ **125.00** / hour
- 4. Hourly Rate for estimating and consulting? \$ **85.00** / hour
- 5. Does hourly rate include two technicians? **No**
- 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **185.00** / hour
- 7. Markup over Cost for parts & supplies?
 

Less than \$2500	<b><u>20%</u></b>
Less than \$5000	<b><u>20%</u></b>
Less than \$10,000	<b><u>20%</u></b>
Greater than \$10,000	<b><u>20%</u></b>
- 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 Allied States Cooperative at all times during the contract period.  
**Agreed**
- 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? **No**

**Tyco Integrated Security**

**Johnson Controls Security Solutions LLC (name change as of March 2018)**

Manufacturers submitted **Software House**

- 1. Response Time for normal service calls? **48** hours
- 2. Response Time for emergency service calls? **24** hours – **(8 hours if 10% or more of system is down)**
- 3. Hourly Rate for Service Work ? \$ **75.00** / hour
- 4. Hourly Rate for estimating and consulting? \$ **0** / hour
- 5. Does hourly rate include two technicians? **No**
- 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **95.00** / hour / **\$180.00 Holidays / Weekends / hour**
- 7. Markup over Cost for parts & supplies?
 

Less than \$2500	<b><u>15</u></b> %
Less than \$5000	<b><u>15</u></b> %
Less than \$10,000	<b><u>15</u></b> %
Greater than \$10,000	<b><u>20</u></b> %
- 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 Allied States Cooperative at all times during the contract period.

**Agreed**

- 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**

**Lot 3 - CCTV Surveillance, Monitoring, and Recording System**

**(Bosch, Vicon, Philips, Panasonic, Altronics, but not limited to)**

**(List all surveillance & monitoring systems on space provided below)**

**Advanced Security Contractors**

Manufacturers submitted **Bosch Security Systems, Inc., i3 International, Vicon Industries**

- 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? \$ **0** / hour
- 5. Does hourly rate include two technicians? **N/R**
- 6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **105.00** / Supervisor \$ **95.00** / IT Technician \$ **95.00** / hour
- 7. Markup over Cost for parts & supplies?
 

Less than \$2500	<b><u>33.3</u></b> %
Less than \$5000	<b><u>33.3</u></b> %
Less than \$10,000	<b><u>33.3</u></b> %
Greater than \$10,000	<b><u>33.3</u></b> %
- 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 Allied States Cooperative at all times during the contract period.

**Agreed**

- 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**

## **Aegis Special Systems, LLC**

Manufacturers submitted **I3 International, Exacq, OnSSI, Bosch, Arecont, Samsung, Axis, Exacq, American Dynamics, AMAG, Identicard, Commend, Leviton, Berktek, Comtran** updated 6/23/2020 **Avigilon** \*updated 1/21/21

1. Response Time for normal service calls? **4** hours
2. Response Time for emergency service calls? **2** hours
3. Hourly Rate for Service Work ? \$ ~~**70.00**~~ / hour \$80.00 \*updated 1/21/21
4. Hourly Rate for estimating and consulting? \$ **0** / hour
5. Does hourly rate include two technicians? **Yes**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **95.00** / hour \$109.00 \*updated 1/21/21
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>30</u></b> % 35% *updated 1/21/21
Less than \$5000	<b><u>27</u></b> % 32%
Less than \$10,000	<b><u>24</u></b> % 29%
Greater than \$10,000	<b><u>21</u></b> % 26%
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 Allied States Cooperative at all times during the contract period.  
**Agreed**
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**

## **Electripro Inc. dba Integrated Technologies and Design**

Manufacturers submitted **Milestone**

1. Response Time for normal service calls? **8** hours
2. Response Time for emergency service calls? **4** hours
3. Hourly Rate for Service Work ? \$ ~~**65.00**~~ / hour \$ **69.00** / hour \*changed 2/2016
4. Hourly Rate for estimating and consulting? \$ **65.00** / hour
5. Does hourly rate include two technicians? **Yes**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **95.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>30</u></b> %
Less than \$5000	<b><u>30</u></b> %
Less than \$10,000	<b><u>30</u></b> %
Greater than \$10,000	<b><u>30</u></b> %
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 Allied States Cooperative at all times during the contract period.  
**Agreed**
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**

**Matrix Special Systems, Inc.**

Manufacturers submitted **Bosch**

1. Response Time for normal service calls? **24** hours
2. Response Time for emergency service calls? **2** hours
3. Hourly Rate for Service Work ? \$ **75.00** / hour
4. Hourly Rate for estimating and consulting? \$ **75.00** / hour
5. Does hourly rate include two technicians? **No**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **110.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>50</u></b> %
Less than \$5000	<b><u>50</u></b> %
Less than \$10,000	<b><u>50</u></b> %
Greater than \$10,000	<b><u>50</u></b> %
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 Allied States Cooperative at all times during the contract period.  
**Agreed**
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? **No**

~~SD Technologies, LLC~~

**DS Integrators, LLC (as of September 2016)**

Manufacturers submitted **Vigilant, Bosch, Arecont, Pelco**

1. Response Time for normal service calls? **24** hours
2. Response Time for emergency service calls? **4** hours
3. Hourly Rate for Service Work (6:30 AM – 6:00 PM)? \$ **70.00** / hour
4. Hourly Rate for estimating and consulting? \$ **N/A** / hour – **No Charge**
5. Does hourly rate include two technicians? **Yes**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **105.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>35</u></b> %
Less than \$5000	<b><u>30</u></b> %
Less than \$10,000	<b><u>25</u></b> %
Greater than \$10,000	<b><u>20</u></b> %
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 Allied States Cooperative at all times during the contract period.  
**Agreed**
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**

Manufacturers submitted **Vitek Industrial Video Products**

1. Response Time for normal service calls? **2** hours
2. Response Time for emergency service calls? **1** hour
3. Hourly Rate for Service Work ? \$ **125.00** / hour
4. Hourly Rate for estimating and consulting? \$ **85.00** / hour
5. Does hourly rate include two technicians? **No**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **185.00** / hour
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>20</u></b> %
Less than \$5000	<b><u>20</u></b> %
Less than \$10,000	<b><u>20</u></b> %
Greater than \$10,000	<b><u>25</u></b> %
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 Allied States Cooperative at all times during the contract period.

**Agreed**

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**

**Tyco Integrated Security**

**Johnson Controls Security Solutions LLC** (name change as of March 2018)

Manufacturers submitted **Avigilon**

1. Response Time for normal service calls? **48** hours
2. Response Time for emergency service calls? **24** hours – **(8 hours if 10% or more of system is down)**
3. Hourly Rate for Service Work ? \$ **75.00** / hour
4. Hourly Rate for estimating and consulting? \$ **0** / hour
5. Does hourly rate include two technicians? **No**
6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays? \$ **95.00** / hour / **\$180.00 Holidays / Weekends / hour**
7. Markup over Cost for parts & supplies?

Less than \$2500	<b><u>15</u></b> %
Less than \$5000	<b><u>15</u></b> %
Less than \$10,000	<b><u>15</u></b> %
Greater than \$10,000	<b><u>20</u></b> %
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 Allied States Cooperative at all times during the contract period.

**Agreed**

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**

**REQUIRED QUESTIONNAIRE FOR AWARD CONSIDERATION:**

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

**Advanced Security Contractors – 14**

**Aegis Special Systems, LLC - 5**

**Electripro Inc. dba Integrated Technologies and Design – 12**

**Matrix Special Systems, Inc. – 8**

~~SD Technologies, LLC~~ **DS Integrators, LLC- 7**

~~The Saucedo Company~~ **Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017 – 10**

~~Tyce Integrated Security~~ **Johnson Controls Security Solutions LLC (name change as of March 2018)– 25**

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

**Advanced Security Contractors – Virginia A. Robinson 915-845-0272**

**Aegis Special Systems, LLC – Samuel Fierro 915-526-9387**

**Electripro Inc. dba Integrated Technologies and Design – Robert A. Martinez 915-532-8687**

**Matrix Special Systems, Inc. – Greg Adams / Laurie Velasquez 915-591-9710**

~~SD Technologies, LLC~~ **DS Integrators, LLC– Rebecca A. Sullivan 915-629-0463**

~~The Saucedo Company~~ **Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017 – David E. Saucedo 915-566-7101**

~~Tyce Integrated Security~~ **John Deslongchamps 915-433-6473 / John Langell 505-250-5785**

**Johnson Controls Security Solutions LLC (name change as of March 2018)- Shawn Allen 866-785-5463**

3. Number of Years in business in El Paso?

**Advanced Security Contractors – 17 years**

**Aegis Special Systems, LLC – 8 years**

**Electripro Inc. dba Integrated Technologies and Design – 5 years**

**Matrix Special Systems, Inc. – 15 years**

~~SD Technologies, LLC~~ **DS Integrators, LLC– 10 years**

~~The Saucedo Company~~ **Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017 – 17 years**

~~Tyce Integrated Security~~ **Johnson Controls Security Solutions LLC (name change as of March 2018)– 47 years**

4. Number of service/installation vehicles?

**Advanced Security Contractors – 15 vehicles**

**Aegis Special Systems, LLC – 4 vehicles**

**Electripro Inc. dba Integrated Technologies and Design – 8 vehicles**

**Matrix Special Systems, Inc. – 8 vehicles**

~~SD Technologies, LLC~~ **DS Integrators, LLC– 8 vehicles**

~~The Saucedo Company~~ **Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017 – 5 vehicles**

~~Tyce Integrated Security~~ **Johnson Controls Security Solutions LLC (name change as of March 2018)– 25 vehicles**

5. Provide 3 commercial businesses your company services regularly for reference and evaluation purposes including the Company Name, Contact person, phone, fax, and email so that we may confirm your company's ability to service ESC- Region 19 Allied States Cooperative members;

**On File**

Mark areas willing to serve cooperative members outside El Paso.

**Advanced Security Contractors – will service Arizona, New Mexico, Texas (outside El Paso)**

**Aegis Special Systems, LLC - Texas (outside El Paso)**

**Electripro Inc. dba Integrated Technologies and Design – New Mexico, Texas (outside El Paso)**

**Matrix Special Systems, Inc. – New Mexico, Texas (outside El Paso)**

~~SD Technologies, LLC~~ **DS Integrators, LLC- will service Arizona (as of 3/22/2018), New Mexico, Texas (outside El Paso)**

~~The Saucedo Company~~ **Saucedo Lock, Co. (as of May 2015) (HUB) \*as of June 21, 2017**  
**- will service Arizona, New Mexico, Texas (outside El Paso)**

~~Tyce Integrated Security~~ **Johnson Controls Security Solutions LLC (name change as of March 2018)- will service Arizona, New Mexico, Texas (outside El Paso)**

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

Date: \_\_\_\_\_  
(May 1, 2016)  
(March 9, 2017)  
(February 7, 2019)