EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

RFP TITLE:	Audio/Video, Fire, Security and Surveillance Products/Services – ESC Region 19 Allied States Cooperative
RFP NUMBER:	24-7488
RFP OPENING DATE:	April 9, 2024
CONTRACT TERM:	Date of award until May 31, 2025, with 4 annual extension options. **(Extended by Region 19 until May 31, 2026)** **(Extended by Region 19 until May 31, 2027)**
FUNDING SOURCE:	Various
RFP's ISSUED:	36
RESPONSES:	1437
ADVERTISEMENT DATES:	El Paso Times – March 11, 2024 & March 18, 2024
RECOMMENDED FOR AWARD:	**A/V Concepts & Security, LLC** ~~**Advanced Security Contractors, Inc. (HUB)**~~ *updated 2/17/25 **Rapid Fire Safety & Security LLC** **Aegis Special Systems, LLC (HUB)** **American Surveillance Co (American Surveillance Company Inc.) (HUB)** **APi National Service Group (API National Service Group Inc.)** ~~**APIC Solutions, Inc (**~~**APIC Solutions Texas, LLC**~~**)** * Updated 11/22/24 **Assurance Fire Protection, LLC** **AVES Audio Visual Systems Inc (HUB)** **AVX (D.W. Collins Inc)** ~~**Black Fire & Security Services LLC**~~ *updated 10/13/26 **Car-Mac Special Systems LLC (Carlos L Macias)** **Century Fire Systems, LLC** **Dantek Systems (Dantek Systems Inc.)** **Electripro, Inc. dba Integrated Technologies and Design (HUB)** **EP Trident Fire Protection, LLC** **GarCom, Inc. (HUB)** **HB Pro Sound (H.B. Electronics, Inc.) (HUB)** **Henderson Fire Protection Inc.** **Intraworks Inc.** **L & L Special Systems LLC** **Plan B Networks, Inc** **Pyrocom System Inc. (PyroCom systems Inc.)** **Resident Technology (David Felix)** **Saucedo Lock Co. (DACAMA LLC)** **Sound & Signal Systems of Texas** **Southwest Sonitrol (Southwest Sonitrol Inc.; Sonitrol of El Paso)** ~~**System Integrations (MJAMPL Inc.)**~~ **Jericho – Technology for the Gospel** *updated 3/25/26 ~~**Team 1st Technologies LLC**~~ *updated 4/9/26 **Technology World LLC (DBA Sentry) (HUB)** **The Cable Source (The Cable Source Ltd.Co.)** **Virtual Technologies Inc**
TOTAL (estimated)	**$25,000,000.00/year**

EXPLANATIONS:

Award of this solicitation will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for Audio/Video, Fire, Security and Surveillance Products/Services for those procurements made with federal, state or local funds. Evaluation and award recommendation were based on 70% pricing and 30% references. AISYS Consulting (AISYS Consulting, LLC) and Johnson Controls (Johnson Controls US Holdings; Johnson Controls Fire Protection LP) withdrew their submittals. IntegriWard, LLC. and Matrix Special Systems, Inc. submitted a proposal however were not considered; vendors are delinquent on reporting and/or administrative fee payment. RECON Security Corporation submitted a proposal however was not considered; vendor does not meet the scope of work. The awarded vendors' pricing and information can be found on the Award Detail spreadsheet.

SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Patty Delgado - ESC Region 19

Special Conditions

(apply to all)

1. Vendors awarded this contract will be utilized on an as-needed basis.
2. Vendors must attach their pricelist for all applicable products being proposed. To include all tools, ladders, extensions, scissor lifts, and trade supply materials needed to perform the work.
3. The discounts provided will include delivery unless otherwise stated at the time bids are submitted or in those instances where parts must be sent overnight.
4. No submittals will be considered or evaluated for possible award unless price lists are submitted from either the company, manufacturer, or wholesale supplier.
5. Any required permits will be the responsibility of the vendor and may invoice the client as a passthrough cost only.
6. Vendors must attach a fee schedule to include all applicable fees/rates. Hourly rates to include rates for service/maintenance work, estimating/consulting, inspection, installation, repair, monitoring, rates for certified technicians, rate for helpers, etc. (to include after hours (6 p.m.) holidays, weekends, etc.).
7. Vendors must submit a copy of their licenses and permits as well as other documentation in compliance with local, state, and federal laws.
8. Vendor must provide proof of authorized sales and service agency from any manufacturers they submit for award consideration.
9. Vendors may be required to provide bonds at the discretion of the member.
10. All cleanup and removal from work site will be the responsibility of the awarded vendor.
11. All work performed under this contract will come with a one-year warranty as to workmanship and functionality.

Audio/Video, Security and Low Voltage Equipment Supplies and Installation

1. Clients reserve the option to purchase their own materials to ensure the quality of their choice.
2. Vendor agrees to have full crew working to expedite work and be willing to work after hours and on weekends to eliminate interruptions.
3. 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.

4. Bids are 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) are to include installation by a licensed electrician.
5. Awarded vendors will be responsible for turnkey purchase, installation & operation for orders received.

Fire & Security Alarm

1. This RFP will be for installation, service, and monitoring of new systems installed by the vendor as well as taking over existing installed systems for both fire and security monitoring.
2. Awarded vendors agree to change out or take over existing accounts by coordinating with existing vendors on change-outs for any equipment that may be owned by the current vendor.
3. Awarded vendors will submit the names of all licensed fire alarm technicians on staff with proposals for award consideration.
4. All work performed on ASC member's property will only be performed by licensed fire alarm technicians.
5. Vendors must comply with all adopted standards in Chapter 6002 Fire Detection and Alarm Device Installation and TAC 34.600 Fire Alarm Rules.
6. All work performed by the awarded vendor must comply with the International Building Code (IBC).
7. All work, goods and services must comply with NFPA (National Fire Protection Association) and NEC (National Electrical Code).
8. Vendors wishing to be considered for award must own and provide the manufacturer, model number, year purchased, and serial number of a smoke detector sensitivity machine along with proof of service and maintenance in accordance with the manufacturer's specifications and provide clients with a copy of the annual calibration certificate.
9. A copy of all employees' licenses for security intrusion alarm installers by the state vendor wishes to service will be submitted with proposals for award consideration.
10. Vendors wishing to be considered for award must submit a copy of their Class B Security Contractor Company license.
11. Awarded vendors must provide activity reports to each ASC member's designated contact person of the system's status when requested during the contract term.
12. All required inspection certifications of fire systems will be provided to the ASC member's designated person along with the Texas State Fire Marshall and El Paso Fire Department or the state in which the vendor wishes to provide services.
13. If vendor intends to use a separate monitoring service from itself, the name, address, contact person, phone number, and email address must be included with the proposal for award consideration.
14. Awarded vendors agree to provide shop certified drawings to ASC members that are agreed upon by both parties prior to commencement of any work.

Approved By: _____ **Date:** _____

Dr. Armando Aguirre	**April 30, 2024**
Dr. Armando Aguirre	**February 11, 2025**
Dr. Armando Aguirre	**February 4, 2026**