

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Vigilant Surveillance & Security Systems- ESC Region 19 and Head Start
RFP NUMBER: 12-6805
RFP OPENING DATE: June 26, 2012
CONTRACT TERM: Date of Award until July 31, 2013 with the option to extend in 12 month increments not to exceed 36 months in the aggregate
(Extended by Region 19 until July 31, 2014)
(Extended by Region 19 until July 31, 2015)
FUNDING SOURCE: Various Region 19 Purchasing Cooperative members
RFP's ISSUED: 4
RESPONSES: 6
ADVERTISEMENT DATES: June 12th & June 19th, 2012
BOARD MEETING DATE: August 16th, 2012

RECOMMENDED FOR AWARD ~~CFI Security~~ **Tyco Integrated Security (as of May 2015)**
Pyrocom Systems, Inc.
SD Technologies, LLC

TOTAL (estimated) ~~\$100,000.00~~ **\$1,000,000.00 / year (as of January 5, 2015)**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative to purchase the stated surveillance and security system services. A proposal from AVS Special Systems, Inc. was submitted certifications, licenses and permits were for fire alarm systems. AVS did have certification certificates for security installations and the price list submitted was for fire from UTC for a product called Vigilant for fire and safety , the proposal was for surveillance and security systems therefore was not considered. A proposal from Video Insight, Inc. was submitted stating they would sub contract to a local company, sub contracting company's information certifications, licenses and permits as well as other documentation not submitted therefore was not considered. A proposal from Visual Innovations Co., Inc. was submitted incomplete and quoted Video Insight equipment in which a proposal was received from the same company, therefore was not considered.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Nancy Alvarado
ESC Region 19

Martin Camacho
ESC Region 19

ORDER INFORMATION:

CFI Security
Attn: John Deslongchamps ~~Sharon Robinet (removed as of 2/2015)~~
1845 Northwestern Ste. B
El Paso, Texas 79912
915-778-6064
Fax: 915-778-7046
www.cfi-ep.com / jdeslongchamps@cfi-ep.com

Tyco Integrated Security
John Deslongchamps / John Langell
11800 Rojas Drive Suite C-1
El Paso, TX 79936
800-289-2647 / 505-250-5785 / 915-433-6473
Fax: 915-591-0623
www.tycois.com / jmlangell@tyco.com / jdeslongchamps@tyco.com

ORDER INFORMATION:

PyroCom Systems, Inc.

Attn: Joshua G. Luttell
820 Kastrin
El Paso, TX 79907
915-772-0880
Fax: 915-772-0885
josh@pyrocomsystems.com

SD technologies, LLC

Attn: Rebecca Sullivan
11426 Rojas Ste. A-9
El Paso, TX 79936
915-629-0463 / 888-629-0463
Fax: 915-590-1971
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 will be limited to sales, service, maintenance, repair, replacement, and extensions of existing systems where compatibility is cause for a continuation of Vigilant Surveillance and Security equipment.
3. Additionally, this contract will be for new installs and maintenance as needed by Region 19 and its Purchasing Cooperative members during the contract period.
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 be certified locally to install, service, maintain, and trouble shoot Vigilant surveillance and security systems and proof in writing must be submitted by the manufacturer.
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 70% pricing and 30% vendor performance history and ability to facilitate requirements specified in this proposal.
9. A price list either hard copy paper or CD must be submitted with proposals
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 Frank Torres can be reached at 915-780-5059 for the ESC Region 19 Boeing location. A list of other ESC Region 19 Purchasing Cooperative members in provided with this RFP.
11. By submitting this proposal, the vendor is attesting it is providing the very best pricing available to any of its customers. If not, vendor must provide a reason in writing with proposal as to why not.

BID RESPONSE FORM

Lot 1- Vigilant Surveillance & Security System Services

1. Response Time for normal service calls?

GFI Security Tyco Integrated Security	<u>24</u> hours
Pyrocom Systems, Inc.	<u>24</u> hours
SD Technologies, LLC	<u>24</u> hours

2. Response Time for emergency service calls?

GFI Security Tyco Integrated Security	<u>2</u> hours
Pyrocom Systems, Inc.	<u>4</u> hours
SD Technologies, LLC	<u>4</u> hours

3. Hourly Rate for Service Work ?

GFI Security Tyco Integrated Security	\$ <u>65.00</u> / hour
Pyrocom Systems, Inc.	\$ <u>70.00</u> / hour
SD Technologies, LLC	\$ <u>72.50</u> / hour

4. Hourly Rate for estimating and consulting?

GFI Security Tyco Integrated Security	\$ <u>0</u> / hour (no charge for basic sales consultations)
Pyrocom Systems, Inc.	\$ <u>0</u> / hour
SD Technologies, LLC	\$ <u>0</u> / hour

5. Does hourly rate include two technicians?

GFI Security Tyco Integrated Security	No
Pyrocom Systems, Inc.	Yes
SD Technologies, LLC	Yes

6. Hourly Rate for Service Work after 6PM, Weekends, and Holidays?

GFI Security Tyco Integrated Security	\$ <u>95.00</u> / hour
Pyrocom Systems, Inc.	\$ <u>105.00</u> / hour
SD Technologies, LLC	\$ <u>108.75</u> / hour

BID RESPONSE FORM

7. Markup over Cost for parts & supplies?

GFI Security Tyco Integrated Security	Less than \$2500	<u>15%</u>
(Price is for discount off list price)	Less than \$5000	<u>15%</u>
	Less than \$10,000	<u>15%</u>
	Greater than \$10,000	<u>20%</u>

Pyrocom Systems, Inc.	Less than \$2500	<u>35%</u>
	Less than \$5000	<u>33%</u>
	Less than \$10,000	<u>30%</u>
	Greater than \$10,000	<u>25%</u>

SD Technologies, LLC	Less than \$2500	<u>36%</u>
	Less than \$5000	<u>32%</u>
	Less than \$10,000	<u>29%</u>
	Greater than \$10,000	<u>25%</u>

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.

All vendors awarded have agreed

9. Vendor must provide a letter from Vigilant stating it is authorized and certified to repair, replace, install, and sell Vigilant Surveillance and Security Equipment and parts and installation.

Provided? Yes ____ No ____

~~GFI Security~~ **Tyco Integrated Security –Avigilon Dealer**

Pyrocom Systems, Inc. - Lenel Systems (UTC Fire and Security / GE) and EverFocus

SD Technologies, LLC - Vigilant Technology

10. 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.

All awarded vendors have agreed

11. 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 ____ No ____

~~GFI Security~~ **Tyco Integrated Security - Yes**

Pyrocom Systems, Inc - Yes.

SD Technologies, LLC - Yes

REQUIRED QUESTIONNAIRE FOR AWARD CONSIDERATION:

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

~~GFI Security~~ **Tyco Integrated Security - 14**

Pyrocom Systems, Inc. - 13

SD Technologies, LLC - 7

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

~~GFI Security – Sharon Robinet – 915-373-6735 / 915-778-6061~~

Tyco Integrated Security John Deslongchamps / John Langell 800-289-2647 / 505-250-5785 / 915-433-6473

Pyrocom Systems, Inc. – Becky Pinon 915-772-0880

SD Technologies, LLC – Rebecca A. Sullivan 915-629-0463 / 915-539-2440

3. Number of Years in business in El Paso?

~~GFI Security~~ **Tyco Integrated Security – 10 years**

Pyrocom Systems, Inc. - 15 years

SD Technologies, LLC – 7 years

4. Number of service/installation vehicles?

~~GFI Security~~ **Tyco Integrated Security - 14**

Pyrocom Systems, Inc. - 7

SD Technologies, LLC - 6

5. Provide all certifications and licenses as it applies to the State of Texas and the manufacturer's requirements for turnkey sales, service, and repair.

All certifications and licenses on file

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

**** Amendment to contract – Approval of award per year of \$100,000.00 to \$1,000,000.00 as of January 5, 2015****

Approved by: _____

(James R. Vasquez)
(James R. Vasquez)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____

(July 30, 2012)
(June 19, 2013)
(June 16, 2014)
(January 5, 2015)