

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Fire and Security Alarm Installation, Maintenance, Monitoring, Inspections, and Related Services - ESC Region 19 Purchasing Cooperative
RFP NUMBER: 12-6729
RFP OPENING DATE: October 26, 2011
CONTRACT TERM: Date of Award until November 30, 2012 with the option to extend in 12 month increments not to exceed 60 months in the aggregate
(Extended by Region 19 until November 30, 2013)
(Extended by Region 19 until November 30, 2014)
(Extended by Region 19 until November 30, 2015)
(Extended by Region 19 until November 30, 2016)
FUNDING SOURCE: Various Region 19 Purchasing Cooperative members
RFP's ISSUED: 16
RESPONSES: 4
ADVERTISEMENT DATES: October 8th & 15th, 2011
BOARD MEETING DATE: December 15, 2011

RECOMMENDED FOR AWARD **Advanced Security Contractors, Inc. (HUB)**
~~CFI Security, Inc.~~
Tyco Integrated Security (as of May 2015)
~~SD Technologies, LLC (HUB-qualified) (as of September 2016)~~
DS Integrators, LLC
Simplex Grinnell
TOTAL (estimated) **\$3,000,000.00/ year**

EXPLANATIONS:
Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase turnkey fire and security alarm services, monitoring, and installations during the term of the contract. A multiple award contract is being recommended due to the overall size of the Region 19 Purchasing Cooperative membership, and the ability of one vendor to facilitate all members is logistically problematic. While all vendors met strict specifications in special conditions, CFI Security stated they were currently using a licensed fire alarm planning superintendent residing in San Antonio, but that they would have a current employee with this licensing starting in January 2012. If by this time a local employee of CFI has not received the license, CFI would forfeit the contract. Region 19 Purchasing Cooperative members will be responsible for securing insurances, bonding, and any other documentation when applicable during the contract term. This agreement will be the contract between ESC Region 19 Purchasing Cooperative members and the vendors. All vendors recommended for award scored 7.5 or higher out of a possible 10 regarding weight factors predetermined with the proposal specifications.

SPECIFICATIONS PROVIDED BY: Royce
Cleveland
ESC Region
19

EVALUATION COMMITTEE: Nancy
Alvarado
ESC Region
19

Martin Camacho
ESC Region 19

Royce Cleveland
ESC Region 19

ORDER INFORMATION:

Advanced Security Contractors, Inc.
Attn: Virginia Robinson/ Michael Robinson 135 Rio West Drive
El Paso, TX 79932 915-845-0272
Fax: 915-845-0280
www.ascsecure.com

**MICHAEL ROBINSON HOLDS A FIRE ALARM PLANNING SUPERINTENDENT'S LICENSE
ORDER INFORMATION:**

~~CFI Security, Inc. (as of May 2015)
Attn: Oscar Barreda, Jr. John Deslongchamps/
Sharon Robinet 915-373-6735 (cell) as of 3/20/2013 (Removed as of
2/2015) 1845 Northwestern, Suite B
El Paso, TX
79912 915-778-
6064
Fax: 915-778-7046
www.cfi-ep.com / srobinet@cfi-ep.com
obarreda@cfi-ep.com
WHITNEY J. CRAHEN~~

Tyco Integrated Security (as of May 2015)

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

BRYAN WALKER & DUSTIN DESLONGCHAMPS HOLD A FIRE ALARM PLANNING SUPERINTENDENT'S LICENSE (AS OF DECEMBER 2014)

~~SD Technologies (As of September 16, 2016)
Attn: Rebecca A. Sullivan
11426 Rojas, Suite A-9
El Paso, TX
79936 915-629-
0463
Fax: 915-590-1971
rsullivan@sd-tech.us~~

~~GABRIEL GUILLEN HOLDS A FIRE ALARM PLANNING SUPERINTENDENT'S LICENSE~~

DS Integrators, LLC

Attn: Rebecca A. Sullivan
840B Kastrin St.
El Paso, TX 79907
915-629-0463
Fax: 915-590-1971
rsullivan@dsiel Paso.com

Simplex Grinnell

~~Attn: Demetrius Beasley Rudy Carrillo (As of 4/16/2014)~~ **Ricardo A. Medina (as of February 2016)**
5500 Midway Park PL NE—11800 Rojas Dr. Ste. C1
Albuquerque, NM 87109—El Paso, TX 79936
505-889-3100/ 800-746-7539-915-342-1421 / Cell 915-206-0314-915-201-9203
Fax: 505-889-3112
www.simplexgrinnell.com / rcarrillo@simplexgrinnell.com rmedina@simplexgrinnell.com

STEVEN SHAFFER HOLDS A FIRE ALARM PLANNING SUPERINTENDENT'S LICENSE

GENERAL CONDITIONS

1. This bid will be for use by ESC Region 19 and its ESC Purchasing Cooperative members as well as any other members that join during the contract period. While Region 19 Purchasing Cooperative Membership is State- Wide, this contract is intended for use by local agencies participating in the ESC Region 19 Purchasing Cooperative.
2. Please indicate which if any of the Purchasing Cooperative Members your company could not or would not be able to provide services to under this agreement?

Region 19 Head Start Sites	_____
Alpine ISD	_____
Anthony ISD	_____
Burnham Wood Charter School	_____
Candlelighters of El Paso	_____
Children’s Kingdom Learning Center	_____
Canutillo ISD	_____
Christian Joy Center Academy	_____
City of El Paso (all departments)	_____
City of Horizon	_____
City of Socorro	_____
Clint ISD	_____
Dell City ISD	_____
El Paso Academy	_____
East El Paso Catholic	_____
Diocese El Paso ISD	_____
El Paso Community College	_____
El Paso Housing Authority	_____
El Paso MHMR	_____
El Paso School for Excellence	_____
El Paso Water Utilities	_____
Fabens ISD	_____
Father Yermo	_____
Houchen Community Center	_____
Hudspeth County Sheriff	_____
La Fe Preparatory School	_____
Rio Grande Counsel of Governments	_____
San Elizario ISD	_____
Socorro ISD	_____
St. Mark’s School	_____
St. Raphael	_____
School	_____
Texas Tech University Health Sciences	_____
Tornillo ISD	_____
UTEP	_____
Ysleta ISD	_____
YWCA of El Paso	_____

Visit web site under current membership for a detailed listing of all ESC Region 19 Purchasing Coop members.

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

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

1. PROVIDE 3 REFERENCES (MEDIUM TO LARGE ACCOUNTS) YOUR COMPANY HAS DONE BUSINESS WITH IN PAST 12 MONTHS INCLUDING NAME OF CONTACT PERSON, PHONE NUMBER, EMAIL ADDRESS, AND TYPES OF ITEMS THEY PURCHASE:

ADVANCED SECURITY CONTRACTORS-	9.6 RATING OUT OF A POSSIBLE 10
CFI SECURITY-Tyco Integrated Security	10 RATING OUT OF A POSSIBLE 10
SD TECHNOLOGIES DS Integrators, LLC-	9.16 RATING OUT OF A POSSIBLE 10
SIMPLEX GRINNEL-	7.6 RATING OUT OF A POSSIBLE 10

2. NUMBER OF EMPLOYEES LIVING IN EL PASO AREA?

ADVANCED SECURITY CONTRACTORS-	15
CFI SECURITY-Tyco Integrated Security	30
SD TECHNOLOGIES DS Integrators, LLC -	10
SIMPLEX GRINNEL-	7

3. NUMBER OF LICENSED TECHNICIANS FOR GOODS AND SERVICES REQUESTED IN THIS RFP?

ADVANCED SECURITY CONTRACTORS-	12
CFI SECURITY-Tyco Integrated Security	9
SD TECHNOLOGIES DS Integrators, LLC -	7
SIMPLEX GRINNEL-	7

4. LOCAL STORE FRONT FOR PICKUP AND DELIVERY IF APPLICABLE?

ADVANCED SECURITY CONTRACTORS-	135 RIO WEST DRIVE, EL PASO, TX 79932
CFI SECURITY-	1845 NORTHWESTERN, SUITE, B, EL PASO, TX 79912
Tyco Integrated Security	11800 Rojas Drive Suite C-1
SD TECHNOLOGIES DS Integrators, LLC -	840B Kastrin St., EL PASO, TX 79907
SIMPLEX GRINNEL-	11227 PELLICANO DR, EL PASO, TX 79936

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

5. LOCAL SALES PERSON TO WORK WITH REGION 19 COOP MEMBERS INCLUDING NAME, PLACE OF RESIDENCE, PHONE NUMBER, CELL PHONE, AND EMAIL ADDRESS?

ADVANCED SECURITY CONTRACTORS-	RICHARD LOPEZ, 915-581-7167, CELL-915-472-3789,
RICHARD@ACSSECURE.COM	

CFI SECURITY-	OSCAR BARREDA, 915-778-6061, CELL-915-615-9580,
OBARREDA@CFI-EP.COM	SHARON ROBINET AS OF 3/20/2013 (removed as of 2/2015)
SROBINET@CFI-EP.COM	
Jdeslongchamps@cfi-ep.com	John Deslongchamps Cell (915)433-6473 Office (915)-778-6061

Tyco Integrated Security	John Deslongchamps / John Langell	505-250-5785 / 915-433-6473
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SD TECHNOLOGIES DS Integrators, LLC -	DONALD DAVIDSON, 915-629-0463, CELL 915-526-9496,-
DDAVIS@SD-TECH.US	REBECCA SULLIVAN, 915-629-0463, CELL-915-539-2440,
RSULLIVAN@SD-TECH.US	
rsullivan@dsielpaso.com	

SIMPLEX GRINNEL- JERRY ISHAM, CELL PHONE ONLY 915-276-0593,
 JISHAM@SIMPLEXGRINNEL.COM RUDY CARRILLO 915-342-1421 / CELL 915-206-0314
 RCARRILLO@SIMPLEXGRINNEL.COM AS OF 4/16/2014
 Ricardo A. Medina rmedina@simplexgrinnell.com 915-201-9203 (as of February 2016)

6. NUMBER OF SERVICE TRUCKS IN EL PASO AND/OR HUDSPETH COUNTIES?

ADVANCED SECURITY CONTRACTORS- 15
~~CFI SECURITY-~~
Tyco Integrated Security 14
SD TECHNOLOGIES- 6
SIMPLEX GRINNEL- 7

7. YEARS DOING BUSINESS IN EL PASO SELLING GOODS/SERVICES SUBMITTED FOR AWARD CONSIDERATION?

ADVANCED SECURITY CONTRACTORS- 13 YEARS
~~CFI SECURITY-~~
Tyco Integrated Security 9 Years
~~SD TECHNOLOGIES DS Integrators, LLC -~~ 6 YEARS
SIMPLEX GRINNEL- 40+ YEARS

8. DOES VENDOR AGREE TO KEEP ALL ESC REGION 19 PURCHASING COOPERATIVE MEMBERS INFORMED WITH ELECTRONIC COPIES OF WHOLESALE/ PRICE LISTS DURING THE CONTRACT PERIOD, AS WELL AS PROVIDING ESC REGION 19 PURCHASING CURRENT ON ALL CURRENT MANUFACTURER PRICE LISTS REGARDLESS OF THE NUMBER GENERATED BY THE WHOLESALE MANUFACTURER? IF YES, PROVIDE DETAILS ON HOW THIS WILL BE FACILITATED:

ADVANCED SECURITY CONTRACTORS- ANY AWARDED MANUFACTURERS PRICE LISTS WILL BE REVIEWED FOR UPDATES AND THE ESC REGION 19 COOP'S PRICE LISTS WILL BE REVISED TO REFLECT COST CHANGES

~~CFI SECURITY-~~
Tyco Integrated Security YES, VENDOR AGREES

~~SD TECHNOLOGIES~~
DS Integrators, LLC- YES

SIMPLEX GRINNEL- YES, PROPOSAL INCLUDES DISCOUNT PRICING FOR 3 AND 5 YEAR COMMITMENTS BY ESC REGION 19 PURCHASING COOPERATIVE MEMBERS

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

9. THIS SPACE FOR VENDOR TO PROVIDE ANY VALUE ADDED INFORMATION REGARDING ADDITIONAL DISCOUNTS FOR LARGE ORDERS (BE SPECIFIC), TRAINING, ACCESS TO TRAINING, AND OR ANY OTHER RESOURCES THAT CAN ENHANCE THE GOODS OFFERED IN THIS RFP;

ADVANCED SECURITY CONTRACTORS- VENDOR HAS COLLECTIVE EXPERIENCE OVER 100 YEARS IN RELATIONSHIP TO GOODS/SERVICES SPECIFIED ON THIS RFP. LEVEL III AND LEVEL 1 CERTIFICATIONS RECEIVED FROM THE NATIONAL INSTITUTE OF CERTIFICATION OF ENGINEERING TECHNOLOGIES FOR FIRE ALARM SYSTEMS AND CERTIFICATION FOR TWO INDIVIDUALS ARE CERTIFIED WITH THE STATE FIRE MARSHAL'S OFFICE FOR DESIGN OF FIRE SYSTEMS. THE OPERATIONS MANAGER IS DEGREED IN ARCHITECTURAL ENGINEERING. ALL ASC TECHNICIANS ARE CERTIFIED BY THE TEXAS DEPT. OF PUBLIC SAFETY AND ARE PROFICIENT ON SERVICE AND INSTALLATION FOR; BOSCH, SILENT KNIGHT, POTTER, FIRELITE, DSC, HIRSCH, IQINVISION, DVTEL, AND VICON. OFF-SITE TECHNICAL SERVICE IS ALSO AVAILABLE UNDER THIS CONTRACT 24 HOURS, 7 DAYS PER WEEK. VENDOR WILL ALSO PROVIDE SYSTEM INSTRUCTION FOR PURCHASING COOPERATIVE MEMBERS ON SITE AND AT ITS MANUFACTURING TRAINING FACILITY IN EL PASO. SMOKE DETECTOR SENSITIVITY MACHINE, SOLO TRUTEST MODEL 800 PURCHASED DECEMBER 2001, SERIAL #90494, WITH CURRENT CERTIFICATE OF CALIBRATION UPON REQUEST

~~CFI SECURITY, INC.~~-Tyco Integrated Security VENDOR IS AN EL PASO OWNED AND OPERATED ELECTRONIC SPECIAL SYSTEMS INTEGRATION COMPANY. CFI PROVIDES CONSULTING, DESIGN, INTEGRATION AND INSTALLATION TO CUSTOMER SPECIFICATIONS SPECIALIZING IN SURVEILLANCE, ACCESS CONTROLS, LIFE SAFETY/FIRE SYSTEMS, SYSTEM AUTOMATION AND INTRUSION DETECTION SYSTEMS. VENDOR ALSO PROVIDES UL LISTED CENTRAL STATION MONITORING. SPECIAL EMPHASIS ON CLIENTS IS WITH GOVERNMENT, INDUSTRIAL, COMMERCIAL, AND RESIDENTIAL ENTITIES. VENDOR MEETS ALL BBB ACCREDITATION STANDARDS. ALL INSTALLATIONS BY VENDOR PERSONNEL ARE IN ACCORDANCE WITH APPLICABLE NATIONAL, STATE, AND LOCAL REGULATORY STANDARDS INCLUDING NFPA, STANDARD BUILDING CODE AND LIFE SAFETY CODE. ALL WORK IS IN CONJUNCTION WITH ALL APPLICABLE PRACTICES AND CODES REQUIRED BY THE TEXAS DEPARTMENT OF PUBLIC SAFETY, PRIVATE SECTOR BOARD. CFI'S STATE OF TEXAS, PRIVATE SECURITY BOARD, ALARM LICENSE IS B 11016. THEIR FIRE LICENSE WITH TEXAS IS ACR 2190. ALL EMPLOYEES ARE SCREENED WITH BACKGROUND CHECKS CONDUCTED BY THE FBI AND TEXAS DEPARTMENT OF PUBLIC SAFETY. THE ENTIRE ORGANIZATION INCLUDING ADMINISTRATIVE STAFF ARE LICENSED BY THE STATE OF TEXAS PRIVATE SECURITY BOARD. CFI RESERVES RIGHT TO SUBMIT FUEL SURCHARGES WHEN NATIONAL AVERAGE REACHES \$4.00 PER GALLON FOR A PERIOD OF TWO WEEKS OR MORE, THAT WOULD BE \$5 PER INVOICE ON INSPECTIONS, INSTALLATIONS, AND OTHER SERVICES PER INVOICE. IF A DECLINE BRINGS THE COST BELOW \$4.00 FOR TWO CONSECUTIVE WEEKS, THE COST WOULD THEN BE ELIMINATED FROM INVOICES. THE COST OF GASOLINE WILL BE BASED ON THE US ENERGY INFORMATION ADMINISTRATION WEEKLY FOUND AT www.eia.gov/oog/info/gdu/gasdiesel.asp

~~SD TECHNOLOGIES, LLC DS INTEGRATORS, LLC-~~ VENDOR WILL EXTEND ADDITIONAL DISCOUNTS. THE STANDARD 30% DISCOUNT FROM MANUFACTURERS PRICE LISTS IS FOR ORDERS 0-\$5,000. ALL ORDERS \$5,001 TO \$15,000 WILL GET A 35% DISCOUNT FROM MANUFACTURER PRICE LIST, ALL ORDERS \$15,001 TO \$30,000 WILL RECEIVE A 40% DISCOUNT FROM MANUFACTURE PRICE LIST, AND ORDERS GREATER THAN \$30,000 WILL RECEIVE A LARGER DISCOUNT FROM MANUFACTURER TO BE DETERMINED.

SIMPLEXGRINNEL LP- VENDOR IS A WHOLLY OWNED , INDIRECT SUBSIDIARY OF TYCO INTERNATIONAL LTD. TYCO HAS SEVERAL SUBSIDIARIES THAT MAY BE CONSIDERED AFFILIATES OF SIMPLEXGRINNEL. TO OBTAIN LICENSE INFORMATION YOU MAY FIND THIS INFORMATION AT www.simplexgrinnell.com. USERS OF THIS CONTRACT SHOULD REQUEST INSURANCES AND BONDING NAMING THE REGION 19 PURCHASING COOPERATIVE MEMBERS AS HOLDER, NOT ADDITIONALLY INSURED. ADDITIONAL INFORMATION ON THIS VENDOR CAN BE ACCESSED BY GOING TO www.tyco.com UNDER , "CORPORATE RESPONSIBILITY".

SPECIAL CONDITIONS

1. VENDORS WILL SUBMIT A COPY OF THEIR LICENSE FROM THE STATE OF TEXAS DEPARTMENT OF INSURANCE FOR BOTH FIRE ALARM AND SECURITY INTRUSTION ALARM SERVICES TO BE CONSIDERED FOR AWARD.
2. FIRE ALARM VENDOR MUST HAVE A STATE OF TEXAS LICENSED FIRE ALARM PLANNING SUPERINTENDENT ON STAFF RESIDING IN THE EL PASO AREA AVAILABLE FOR SITE VISITS AND DESIGN ISSUES. A COPY OF THIS INDIVIDUAL'S LICENSE MUST ACCOMPANY THE PROPOSAL SUBMISSION.
3. AWARDED VENDORS WILL SUBMIT THE NAMES AND LICENSED FIRE ALARM TECHNICIANS ON STAFF WITH THEIR PROPOSALS FOR AWARD CONSIDERATION. DUE TO THE SIZE AND SCOPE OF THE ESC REGION 19 PURCHASING COOPERATIVE MEMBERSHIP IN THE EL PASO AND SURROUNDING AREA, IT IS DESIRABLE TO HAVE A MINIMUM OF 3 OR MORE LICENSED FIRE ALARM TECHNICIANS TO FACILITATE THIS CONTRACT.
4. ALL WORK PERFORMED ON REGION 19 PURCHASING COOPERATIVE MEMBER'S PROPERTY WILL BE ONLY PERFORMED BY LICENSED FIRE ALARM TECHNICIANS.

5. VENDORS MUST COMPLY WITH ALL ADOPTED STANDARDS IN CHAPTER 6002 FIRE DETECTION AND ALARM DEVICE INSTALLATION AND 28 TAC 34.600 FIRE ALARM RULES.
6. ALL WORK PERFORMED BY AWARDED VENDOR MUST COMPLY WITH INTERNATIONAL BUILDING CODE.
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 MANUFACTURERS SPECIFICATIONS AND PROVIDE CLIENTS WITH A COPY OF THE ANNUAL CALIBRATION CERTIFICATE.

ADVANCED SECURITY CONTRACTORS- SMOKE DETECTOR SENSITIVITY MACHINE, SOLO TRUTEST MODEL 800 PURCHASED DECEMBER 2001, SERIAL #90494, WITH CURRENT CERTIFICATE OF CALIBRATION UPON REQUEST

9. VENDORS WISHING TO BE CONSIDERED FOR AWARD WILL MINIMALLY PROVIDE CERTIFICATE OF INSURANCE NAMING ESC REGION 19 PURCHASING COOPERATIVE AS THE CERTIFICATE HOLDER FOR WORKERS COMPENSATION, GENERAL LIABILITY, AUTOMOBILE LIABILITY, AND ANY OTHER UMBRELLA COVERAGES THE VENDOR CARRIES.

SPECIAL CONDITIONS

10. A COPY OF ALL EMPLOYEES LICENSES FOR SECURITY INTRUSION ALARM INSTALLERS BY THE TEXAS DEPARTMENT OF PUBLIC SAFETY WILL BE SUBMITTED WITH PROPOSALS FOR AWARD CONSIDERATION.
11. VENDORS WISHING TO BE CONSIDERED FOR AWARD MUST SUBMIT A COPY OF THEIR CLASS B SECURITY CONTRACTOR COMPANY LICENSE.
12. ALL WORK FOR GOODS AND/OR SERVICES MUST BE PERFORMED WITH AN AUTHORIZED PURCHASE ORDER FROM ANY ESC REGION 19 PURCHASING COOPERATIVE MEMBER WISHING TO UTILIZE THIS CONTRACT.
13. AWARDED VENDORS MUST PROVIDE ACTIVITY REPORTS TO EACH ESC REGION 19 PURCHASING COOPERATIVE MEMBERS DESIGNATED CONTACT PERSON MINIMALLY TO THE STATUS OF THE SYSTEM WHEN REQUESTED DURING THE CONTRACT TERM.
14. ALL REQUIRED INSPECTION CERTIFICATIONS OF FIRE SYSTEMS WILL BE PROVIDED TO THE ESC REGION 19 PURCHASING COOP MEMBER'S DESIGNATED PERSON ALONG WITH THE TEXAS STATE FIRE MARSHALL AND EL PASO FIRE DEPARTMENT.
15. 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.

ADVANCED SECURITY CONTRACTORS- MONITORING SERVICE IS SOUTHWEST DISPATCH CENTER, 254 E. ARAPAHO ROAD, #180, RICHARDSON, TX 75081 AT MALCOM@SOUTHWESTDISPATCH.COM THAT HOLDS CERTIFICATE OF INSURANCE AND UL COMPLIANCE CERTIFICATE.

16. AWARDED VENDOR MUST AGREE TO EXTEND ITS PROPOSAL PRICING TO NEW ESC REGION 19 MEMBERS THAT MAY JOIN DURING THE CONTRACT PERIOD.
17. AWARDED VENDORS AGREE TO PROVIDE SHOP CERTIFIED DRAWINGS TO ESC REGION 19 PURCHASING COOPERATIVE MEMBERS THAT ARE AGREED UPON BY BOTH PARTIES PRIOR TO COMMENCEMENT OF ANY WORK TO ELIMINATE ANY MISUNDERSTANDINGS.

- 18. THIS CONTRACT WILL BE FOR INSTALLATION, SERVICE, AND MONITORING OF NEW SYSTEMS INSTALLED BY THE VENDOR AS WELL AS TAKING OVER EXISTING ALREADY INSTALLED SYSTEMS FOR BOTH FIRE AND SECURITY MONITORING.
- 19. WEIGHT FACTORS ASSIGNED FOR AWARD OF THIS CONTRACT SHALL BE 65% PRICING, 20% VENDOR' REPUTATION AND PAST PERFORMANCE, AND 15% THE EXTENT TO WHICH THE GOODS AND SERVICES MEET THE THE REQUIREMENTS AND NEEDS OF THE ESC REGION 19 PURCHASING COOPERATIVE MEMBERS.
- 20. 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.

VENDOR RESPONSE FORM

ADVANCED SECURITY CONTRACTORS, INC.

NAME(S) OF FIRE ALARM MANUFACTURER PROPOSING? **BOSCH. SILENT KNIGHT. FIRELITE**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA?
NO

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING?
N/A

NAME(S) OF SECURITY ALARM MANUFACTURER PROPOSING? **BOSCH. DSC**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA?
NO

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING?
N/A

VENDOR RESPONSE FORM

ADVANCED SECURITY CONTRACTORS, INC

MONTHLY SECURITY AND FIRE ALARM FEE PER PANEL PER BUILDING?

\$360.00/ YEAR OR \$30/ MONTH FOR BOTH

HOURLY RATE FOR REPAIRS, MAINTENANCE , AND INSPECTIONS?

\$70/ HR. DURING WORK HOURS

COMPLETE MANUFACTURES PRICE LIST MUST BE SUBMITTED FOR AWARD CONSIDERATION ON PROPOSED MANUFACTURER TO BE USED FOR BOTH FIRE AND SECURITY ALARM SYSTEMS;

PROVIDE DISCOUNT FROM THE MANUFACTURERS LIST PRICE? CHECK TYPE OF MANUFACTURER IN BOX

MANUFACTURER <u>SILENT KNIGHT</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input type="checkbox"/>	DISCOUNT FROM LIST <u>18%</u>
MANUFACTURER <u>POTTER</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input type="checkbox"/>	DISCOUNT FROM LIST <u>15%</u>
MANUFACTURER <u>FIRE LITE</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input type="checkbox"/>	DISCOUNT FROM LIST <u>18%</u>
MANUFACTURER <u>BOSCH</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>18%</u>
MANUFACTURER <u>DSC</u>	FIRE <input type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>25%</u>

DOES VENDOR OFFER ADDITIONAL DISCOUNTS FOR VOLUME ORDERS? **NO**

IF YES, PROVIDE DETAILS: **N/A**

DOES VENDOR OFFER DISCOUNTS FOR EARLY PAY, SUCH AS 2% 10 NET 30 FOR INVOICING? **NO**

IF YES, PROVIDE DETAILS: **N/A**

VENDOR HAS PROVIDED ALL LICENSES AND CERTIFICATIONS REQUIRED IN SPECIAL CONDITIONS? **YES**

VENDOR IS IN COMPLIANCE WITH ALL SPECIAL CONDITIONS? **YES**

WILL VENDOR HONOR ITS DISCOUNT FROM LIST FOR 60 MONTHS DURING THE CONTRACT TERM?
(IT IS UNDERSTOOD THAT MANUFACTURERS CHANGE THEIR LIST PRICE PERIODICALLY) **YES**

CONTACT VENDOR FOR COMPLETE MANUFACTURE'S PRICE LISTS; CONFIRMATION IS ALSO AVAILABLE BY CONTACTING ESC REGION 19 PURCHASING AND HAVING A PRICE LIST EMAILED DIRECTLY FROM REGION 19 PURCHASING

VENDOR RESPONSE FORM

~~CFI SECURITY, INC.~~
Tyco Integrated Security

NAME(S) OF FIRE ALARM MANUFACTURER PROPOSING? **HONEYWELL SILENT KNIGHT. HONEYWELL GAMEWELL. MONACO. COOPERWHEELLOCK/MASS NOTIFICATION. HONEYWELL FARENHYT**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA? **NO**

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING? **N/A**

NAME(S) OF SECURITY ALARM MANUFACTURER PROPOSING? **HONEYWELL SECURITY (INCLUDES ADEMCO PRODUCTS). HONEYWELL FIRST ALERT PROFESSIONAL SECURITY SYSTEMS. MONITOR DYNAMICS (MDI)**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA? **YES. MONITOR DYNAMICS IS PROPRIETARY WITH CFI IN EL PASO AND SURROUNDING AREA**

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING? **LETTER FROM MANUFACTURER ON FILE**

MONTHLY SECURITY AND FIRE ALARM FEE PER PANEL PER BUILDING?

FIRE ALARM- \$32/ MONTH SECURITY ALARM- \$29.95/ MONTH

HOURLY RATE FOR REPAIRS, MAINTENANCE , AND INSPECTIONS?

\$65/ HR. DURING WORK HOURS
\$95/ HR. AFTER HOURS, WEEKENDS, AND HOLIDAYS

COMPLETE MANUFACTURES PRICE LIST MUST BE SUBMITTED FOR AWARD CONSIDERATION ON PROPOSED MANUFACTURER TO BE USED FOR BOTH FIRE AND SECURITY ALARM SYSTEMS;

PROVIDE DISCOUNT FROM THE MANUFACTURERS LIST PRICE? CHECK TYPE OF MANUFACTURER IN BOX

MANUFACTURER **HONEYWELL SILENT KNIGHT** FIRE SECURITY _____ DISCOUNT FROM LIST **25%**

MANUFACTURER <u>HONEYWELL GAMEWELL</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input type="checkbox"/>	DISCOUNT FROM LIST 25%
MANUFACTURER <u>MONACO</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input type="checkbox"/>	DISCOUNT FROM LIST CALL
MANUFACTURER <u>COOPER WHEELOCK/MASS NOT.</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input type="checkbox"/>	DISCOUNT FROM LIST 15%
MANUFACTURER <u>HONEYWELL FARENHYT</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST 25%
MANUFACTURER <u>HONEYWELL SECURITY(ADEMCO)</u>	FIRE <input type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST 25%
MANUFACTURER <u>FIRST ALERT PROF. SECURITY</u>	FIRE <input type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST 25%
MANUFACTURER <u>MONITOR DYAMICS (MDI)</u>	FIRE <input type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST 25%

NOTE- MARKUP ON ALL NON-LISTED ITEMS SUCH AS WIRING, CONDUIT, POWER SUPPLIES, CONNECTIONS IS MARKED UP 55% OVER COST TO THE REGION 19 PURCHASING COOPERATIVE MEMBER.

NOTE- MONACO DOES NOT PUBLISH A PRICE LIST

DOES VENDOR OFFER ADDITIONAL DISCOUNTS FOR VOLUME ORDERS? **NO**

VENDOR RESPONSE FORM

~~CFI SECURITY, INC.~~
Tyco Integrated Security

IF YES, PROVIDE DETAILS: **N/A**

DOES VENDOR OFFER DISCOUNTS FOR EARLY PAY, SUCH AS 2% 10 NET 30 FOR INVOICING? **YES**

IF YES, PROVIDE DETAILS: **1% 10 DAYS, NET 30 DAYS**

VENDOR HAS PROVIDED ALL LICENSES AND CERTIFICATIONS REQUIRED IN SPECIAL CONDITIONS? **YES, HOWEVER, IT QUALIFIED ITS PROPOSAL AND STATED THEY CURRENTLY ARE UTILIZING WHITNEY CRAHAN, NICET LEVEL IV WHO RESIDES IN SAN ANTONIO, BRIAN WALKER WITH CFI IS TAKING TEST CURRENTLY AND WILL BE THE NEW FAPS AFTER DECEMBER 2011.**

VENDOR IS IN COMPLIANCE WITH ALL SPECIAL CONDITIONS? **YES, BUT QUALIFIED ITS PROPOSAL THAT IT RESERVES THE RIGHT TO TO SUBMIT FUEL SURCHARGES BASED ON MORE THAN 10% ABOVE NATIONAL AVERAGE WHEN THE AVERAGE REACHES \$4.00/ GALLON. IF FUEL COSTS FALL BELOW THE 10%, THE FUEL SURCHARGES WILL NOT APPLY.**

CFI SECURITY, INC.

WILL VENDOR HONOR ITS DISCOUNT FROM LIST FOR 60 MONTHS DURING THE CONTRACT TERM? (IT IS UNDERSTOOD THAT MANUFACTURERS CHANGE THEIR LIST PRICE PERIODICALLY) **YES**

CONTACT VENDOR FOR COMPLETE MANUFACTURE'S PRICE LISTS; COPIES ALSO AVAILABLE BY CONTACTING ESC REGION 19 PURCHASING AND HAVING A PRICE LIST EMAILED DIRECTLY FROM REGION 19 PURCHASING

VENDOR RESPONSE FORM

**~~SD TECHNOLOGIES~~
DS Integrators, LLC**

NAME(S) OF FIRE ALARM MANUFACTURER PROPOSING? **DMP. HONEYWELL. DETECTION SYSTEM. ADEMCO. SILENT KNIGHT**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA?
NO

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING?
N/A

NAME(S) OF SECURITY ALARM MANUFACTURER PROPOSING? **DMP. HONEYWELL. DETECTION SYSTEM. ADEMCO. SILENT KNIGHT**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA?
NO

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING?
N/A

VENDOR RESPONSE FORM

~~SD TECHNOLOGIES~~

DS Integrators, LLC

MONTHLY SECURITY AND FIRE ALARM FEE PER PANEL PER BUILDING?

\$39.50 FOR BOTH SERVICES/MONTH

HOURLY RATE FOR REPAIRS, MAINTENANCE , AND INSPECTIONS?

\$70/ HR. DURING WORK HOURS

COMPLETE MANUFACTURES PRICE LIST MUST BE SUBMITTED FOR AWARD CONSIDERATION ON PROPOSED MANUFACTURER TO BE USED FOR BOTH FIRE AND SECURITY ALARM SYSTEMS;

VENDOR RESPONSE FORM

PROVIDE DISCOUNT FROM THE MANUFACTURERS LIST PRICE? CHECK TYPE OF MANUFACTURER IN BOX

MANUFACTURER **DMP**
MANUFACTURER **HONEYWELL**
MANUFACTURER **DETECTION SYSTEM**
MANUFACTURER **ADEMCO**
MANUFACTURER **SILENT KNIGHT**
MANUFACTURER **FIRELIGHT**
MANUFACTURER **DSC**

FIRE SECURITY DISCOUNT FROM LIST **30%**
FIRE SECURITY DISCOUNT FROM LIST **30%**

(Correction for Firelight discount is for fire not security as of 8/2014)

SEE ITEM 9 UNDER REQUIRED INFORMATION FOR ADDITIONAL DISCOUNTS BASED ON VOLUME FROM THIS VENDOR.

DOES VENDOR OFFER ADDITIONAL DISCOUNTS FOR VOLUME ORDERS? **YES**

IF YES, PROVIDE DETAILS: **SEE ITEM 9 DETAILS ON PAGE 5**

DOES VENDOR OFFER DISCOUNTS FOR EARLY PAY, SUCH AS 2% 10 NET 30 FOR INVOICING? **YES**

IF YES, PROVIDE DETAILS: **2% 10 DAYS, NET 30 DAYS**

VENDOR RESPONSE FORM

SIMPLEXGRINNELL

NAME(S) OF FIRE ALARM MANUFACTURER PROPOSING? **SIMPLEXGRINNELL**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA? **YES**

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING?

SIMPLEXGRINNELL, TYCO SAFETY PRODUCTS, AND TYCO PARTNER COMPANIES

NAME(S) OF SECURITY ALARM MANUFACTURER PROPOSING? **SIMPLEXGRINNELL & TYCO INTERNATIONAL**

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY IN THE EL PASO AND SURROUNDING AREA? **YES**

IF YES, PROVIDE SPECIFIC DETAILS ON THE PROPRIETARY SYSTEM INCLUDING DETAILS AND DOCUMENTATION FROM THE MANUFACTURE AS TO THE AGREEMENT WITH YOUR COMPANY IN WRITING?

SIMPLEXGRINNELL, TYCO SAFETY PRODUCTS, AND TYCO PARTNER COMPANIES

VENDOR RESPONSE FORM

SIMPLEXGRINNELL

MONTHLY SECURITY AND FIRE ALARM FEE PER PANEL PER BUILDING?

1 YEAR COMMITMENT-FIRE-	\$37.91/ MONTH
3 YEAR COMMITMENT-FIRE-	\$36.50/ MONTH
5 YEAR COMMITMENT-FIRE-	\$35.00/ MONTH

1 YEAR COMMITMENT-SECURITY-	\$41.03/ MONTH
3 YEAR COMMITMENT-SECURITY-	\$37.67/ MONTH
5 YEAR COMMITMENT-SECURITY-	\$32.00/ MONTH

CONTACT ESC REGION 19 FOR ADDITIONAL COSTS ASSOCIATED WITH SIMPLEXGRINNELL

HOURLY RATE FOR REPAIRS, MAINTENANCE, AND INSPECTIONS?

1 YEAR COMMITMENT-SECURITY-	\$95.00/ MONTH
3 YEAR COMMITMENT-SECURITY-	\$85.00/ MONTH
5 YEAR COMMITMENT-SECURITY-	\$75.00/ MONTH

CONTACT ESC REGION 19 FOR ADDITIONAL COSTS ASSOCIATED WITH SIMPLEXGRINNELL AND OTHER QUALIFIED SERVICES VENDOR SUBMITTED AND IS AUTHORIZED TO PROVIDE UNDER THIS CONTRACT

COMPLETE MANUFACTURES PRICE LIST MUST BE SUBMITTED FOR AWARD CONSIDERATION ON PROPOSED MANUFACTURER TO BE USED FOR BOTH FIRE AND SECURITY ALARM SYSTEMS;

PROVIDE DISCOUNT FROM THE MANUFACTURERS LIST PRICE? CHECK TYPE OF MANUFACTURER IN BOX

MANUFACTURER <u>SIMPLEXGRINNELL</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>35%</u>
MANUFACTURER <u>TYCO SAFETY PRODUCTS</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>35%</u>
MANUFACTURER <u>TYCO PARTNER COMPANIES</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>35%</u>
MANUFACTURER <u>SIMPLEXGRINNEL NEW SYSTEM</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>15%</u>
MANUFACTURER <u>TYCO SAFETY NEW SYSTEM</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>15%</u>
MANUFACTURER <u>TYCO PARTNER NEW SYSTEM</u>	FIRE <input checked="" type="checkbox"/>	SECURITY <input checked="" type="checkbox"/>	DISCOUNT FROM LIST <u>15%</u>

DOES VENDOR OFFER ADDITIONAL DISCOUNTS FOR VOLUME ORDERS? **NO**

IF YES, PROVIDE DETAILS: **N/A**

DOES VENDOR OFFER DISCOUNTS FOR EARLY PAY, SUCH AS 2% 10 NET 30 FOR INVOICING? **NO**

IF YES, PROVIDE DETAILS: **N/A**

VENDOR HAS PROVIDED ALL LICENSES AND CERTIFICATIONS REQUIRED IN SPECIAL CONDITIONS? **YES**

VENDOR IS IN COMPLIANCE WITH ALL SPECIAL CONDITIONS? **YES**

WILL VENDOR HONOR ITS DISCOUNT FROM LIST FOR 60 MONTHS DURING THE CONTRACT TERM?
(IT IS UNDERSTOOD THAT MANUFACTURERS CHANGE THEIR LIST PRICE PERIODICALLY) **YES**

CONTACT VENDOR FOR COMPLETE MANUFACTURE'S PRICE LISTS; CONFIRMATION IS ALSO AVAILABLE BY CONTACTING ESC REGION 19 PURCHASING AND HAVING A PRICE LIST EMAILED DIRECTLY FROM REGION 19 PURCHASING

Approved by: _____

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

Date: _____

(November 9, 2011)
(November 28, 2012)
(November 30, 2013)
(October 28, 2014)
(September 25, 2015)