

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

**RFP TITLE:** Audio, Video, Security & Low Voltage Equipment, Supplies and Installation – ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 15-7077

**RFP OPENING DATE:** October 21, 2014

**CONTRACT TERM:** Date of award until October 31, 2015 with an option to extend 12 month increments not to extend beyond 36 months in the aggregate  
**(Extended by Region 19 until October 31, 2016)**  
**(Extended by Region 19 until October 31, 2017)**

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 105

**RESPONSES:** 17

**ADVERTISEMENT DATES:** El Paso Times September 26 and October 3, 2014

**BOARD MEETING DATE:** December 18, 2014

**RECOMMENDED FOR AWARD** **911 Security Cameras**  
**ACP Direct**  
**AISYS Consulting, LLC (HUB)**  
**AV Concepts & Security**  
**D.W. Collins dba AVX**  
~~GFI Security, Inc.~~ (changed to Tyco Integrated Security as of May 2015)  
**Tyco Integrated Security**  
**DuMotion Audio-Visual & Video, Inc.**  
**ElectriPro, Inc. dba Integrated Technologies and Design (HUB)**  
**Ford Audio-Video Systems, LLC**  
**H.B. Electronics, Inc. (HUB)**  
~~Lifetime Memory Products, Inc.~~ (removed as of October 2015)  
**Matrix Special Systems, Inc.**  
**PyroCom Systems, Inc.**  
~~SD Technologies, LLC~~ (as of September 2016)  
**DS Integrators, LLC**  
**Sigma Surveillance, Inc. dba STS360 (HUB)**  
**Team 1st Technologies, LLC**  
**Troxell Communications, Inc.**

**TOTAL (estimated)** **\$ 4,000,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase audio video, low voltage equipment, supplies and installation. In those few instances, a multiple award is recommended in the best interest of all ESC Region 19 Cooperative members while satisfying the cost savings of volume commitments by the ESC Region 19 Purchasing Cooperative. Vendors who did not provide the required references or were not able to be contacted were not considered in the best interest of the ESC Region 19 Purchasing Cooperative. Contact vendors or visit vendor's web sites for catalogs for more information. Only vendors who provided complete price lists were recommended for award. Region 19 Cooperative members should ask for manufacture price list to confirm discounted pricing is correct when using this contract.

**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:**

**911 Security Cameras**

Jeff Willis  
10878 Plano Rd. Ste. F  
Dallas, TX 75238  
214-341-6565  
Fax: 214-341-1126  
[www.911securitycameras.com](http://www.911securitycameras.com) / [jeff@911securitycameras.com](mailto:jeff@911securitycameras.com)

**ACP Direct**

Lisa Austin  
PO BOX 703168  
Dallas, TX 75370  
800-238-8009  
Fax: 800-238-3117  
[www.acpdirect.com](http://www.acpdirect.com) / [lisa@acpdirect.com](mailto:lisa@acpdirect.com)

**AISYS Consulting, LLC (HUB)**

Elizabeth Lopez  
1217 E. Hackberry Avenue  
McAllen, TX 78501  
956-686-0101  
Fax: 956-686-0106  
[www.aisysconsulting.com](http://www.aisysconsulting.com) / [elopez@aisysconsulting.com](mailto:elopez@aisysconsulting.com)

**AV Concepts & Security**

Mario C. Dixon III / Alice Quintero  
11601 Pellicano Suite A1  
El Paso, TX 79936  
915-307-3607  
Fax: 915-307-2725  
[www.avconceptsandsecurity.com](http://www.avconceptsandsecurity.com) / [mario@avconceptsandsecurity.com](mailto:mario@avconceptsandsecurity.com) / [alice@avconceptsandsecurity.com](mailto:alice@avconceptsandsecurity.com)

~~CFI Security, Inc. (changed to Tyco Integrated Security as of May 2015)~~

~~John Deslongchamps  
1845 Northwestern Dr. Suite  
B El Paso, TX 79912  
915-778-6064  
Fax: 915-778-6064  
[www.cfi-ep.com](http://www.cfi-ep.com) / [jdeslongchamps@cfi-ep.com](mailto: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](http://www.tycois.com) / [jmlangell@tyco.com](mailto:jmlangell@tyco.com) / [jdeslongchamps@tyco.com](mailto:jdeslongchamps@tyco.com)

**Contact Information:**

**DuMotion Audio-Visual & Video, Inc.**

Harold du Quesnay  
1601 Montana Ave.  
El Paso, TX 79902  
915-532-2760  
Fax: 915-532-8467  
[www.dumotionav.com](http://www.dumotionav.com) / [dumotion@aol.com](mailto:dumotion@aol.com)

**D.W. Collins dba AVX**

Paul Geesaman  
6600 Montana Ave. Suite Q  
El Paso, TX 79925  
915-778-9111  
Fax: 915-771-7411  
[www.avxwholesale.com](http://www.avxwholesale.com) / [paul@avxwholesale.com](mailto:paul@avxwholesale.com)

**ElectriPro, Inc. dba Integrated Technologies and Design (HUB)**

John N. Wever  
~~417 N. Cotton St., Ste. A~~ 230 Chelsea St.  
El Paso, TX ~~79904~~ 79905  
915-532-8687  
Fax: ~~915-532-4704~~ 915-703-2220  
[www.intechd.com](http://www.intechd.com) / [security@intechd.com](mailto:security@intechd.com) / [sales@intechd.com](mailto:sales@intechd.com)

**Ford Audio-Video Systems, LLC**

David Allen  
1340 Airport Commerce Drive, Ste. 470  
Austin, TX 78741  
512-447-1103  
Fax: 512-447-0111 / 800-645-6744  
[www.fordav.com](http://www.fordav.com) / [alled@fordav.com](mailto:alled@fordav.com)

**H.B. Electronics, Inc. (HUB)**

Alberto Bordier  
6000 Gateway Blvd. E  
El Paso, TX 79905  
915-755-2552 / 915-727-8639 cell  
Fax: 915-775-0161  
[www.hbprosound.com](http://www.hbprosound.com) / [alberto@hbelectronicinc.com](mailto:alberto@hbelectronicinc.com)

~~Lifetime Memory Products, Inc. (removed as of October~~

~~2015) Jason Jackson  
2505 Da-  
Vinci Irvine, CA-  
92614  
800-233-6233 / 949-794-9000  
Fax: 949-794-9023  
[www.lifetimememory.com](http://www.lifetimememory.com) / [jason@lifetimememory.com](mailto:jason@lifetimememory.com)~~

**Contact Information:**

**Matrix Special Systems, Inc.**

Greg Adams  
3634 Wooster Ln.  
El Paso, TX 79936  
915-727-8615 / 915-591-9710 cell  
Fax: 91-591-6680  
[matrix3915@sbcglobal.net](mailto:matrix3915@sbcglobal.net)

**PyroCom Systems, Inc.**

~~Joshua G. Luttrell~~ Sharon Robinet (changed as of April 2016)  
820 Kastrin  
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)

~~SD Technologies, LLC~~ (changed to DS Integrators, LLC as of September 16, 2016)

~~Rebecca A. Sullivan~~  
~~11436 Rojas Dr. 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**

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)

**Sigma Surveillance, Inc. dba STS360 (HUB)**

John Hoffman  
1081 Ohio Drive, Suite 1  
Plano, TX 75093  
972-392-3635  
Fax: 866-223-8167  
[www.sts360.com](http://www.sts360.com) / [sales@sts360.com](mailto:sales@sts360.com)

**Team 1st Technologies, LLC**

David Dworsky  
2033 Santa Ana Rd. NE  
Rio Rancho, NM 87144  
505-977-5818 / 844-472-6750  
Fax: 505-212-0313  
[www.team1sttech.com](http://www.team1sttech.com) / [daved@team1sttech.com](mailto:daved@team1sttech.com)

**Contact Information:**

**Troxell Communications, Inc.**

Michael Fabio / Desiree Flanagan  
11024 Montgomery Blvd. NE #298

Albuquerque, NM 87111

505-266-0608 / 800-578-8858 ext. 4121

Fax: 505-266-5492 / 800-589-5939

[www.trox.com](http://www.trox.com) / [desiree.flanagan@trox.com](mailto:desiree.flanagan@trox.com)

## **Award Contents**

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**\*ElectriPro, Inc. dba Integrated Technologies and Design hourly rate changed from \$60.00 to \$69.00 effective February 9, 2016.**

**\*Changes to PyroCom Systems, Inc. on Manufacturer / Wholesaler, % markup or % discount and Installation Cost effective April 21, 2016\***

**\*Changes to PyroCom System, Inc. modified Section 7, adding another manufacturer as of June 2017\***

**1. AUDIO TO INCLUDE SPEAKERS, AMPLIFIERS, RECEIVERS, MICROPHONES, MIXING CONSOLES, AND ACCOSTIC PANELS; WHOLESALE PRICE LIST MUST BE INCLUDED**

**ACP Direct**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Labsonic	0% + FOBD-PPA	No installation	Yes	No
Learner	0% + FOBD-PPA	No installation	Yes	No
Califone	0% + FOBD-PPA	No installation	Yes	No
Anchor Audio	0% + FOBD-PPA	No installation	Yes	No

[www.acpdirect.com](http://www.acpdirect.com) for complete listing of manufactures & current pricing – Or call 800-238-8009

**AISYS Consulting, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Front Row	0-15% discount	varies in scope	manf.	See below
Pure Resonance	0-18% discount	varies in scope	manf.	
Electro Voice	0-20% discount	varies in scope	manf.	
Sennheiser	0-25% discount	varies in scope	manf.	

\*Installation costs - varies in scope, requirements, products and detail contact vendor

\*\*Not certified to install every item per manufacture

Contact vendor for complete listing of manufactures & current pricing

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Bose Professional	5% discount off List Price	\$67.50	1-3 years	Yes
Crown Amplifiers	10-35% discount off List Price	\$67.50	1-3 years	Yes
QSC Audio	10-35% discount off List Price	\$67.50	1-3 years	Yes
Sure Microphones	10-25% discount off List Price	\$67.50	1-2 years	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**DuMotion Audio-Visual & Video, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Du Motion Catalog	Prices shown less 5%	\$110.00	1 year	Yes
Tec Nec Catalog	Prices shown less 5%	\$110.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
MTX, Atlas, Speco	0% best price	\$95.00	1 year	No
Denon, Sherwood	0% best price	\$95.00	1 year	No
Shure, Mipro	0% best price	\$95.00	1 year	No
Mackie, EAW, Auralex	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**ElectriPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Denon	15% markup	<del>\$60.00</del> -\$69.00 Hourly rate changed effective 2/2016	2 years mfr.	N/A

Contact vendor for complete listing of manufactures & current pricing

**Ford Audio-Video Systems, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Varies	10-30% discount	See below	Yes	Yes

\*Installation costs- labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote.

See vendors website for manufacturers [www.forday.com](http://www.forday.com)

**H.B. Electronics, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
All brands	10% discount	\$100.00	1 year	Yes
All rentals	10% discount	\$50.00		Yes

[www.hbprosound.com](http://www.hbprosound.com) / [www.hbprorentals.com](http://www.hbprorentals.com)

(Prices based on our website's Minimum Advertised Price (MAP) take 10% discount from our MAP)

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Telecor	no markup or discount	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
<del>Bogen Communications</del> Yes	<del>no markup or discount</del>		<del>\$85.00</del>	<del>1 year</del>
<del>Atlas Sound, LP</del> Yes	<del>no markup or discount</del>		<del>\$85.00</del>	<del>1 year</del>

(Changes as of April 2016)

Bogen Communications	20% discount off List Price	\$70.00	1 year	Yes
Atlas Sound, LP	20% discount off List Price	\$70.00	1 year	Yes
Valcom	20% discount off List Price	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**SD Technologies, LLC DS**

**Integrators, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Bogen	30% discount	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Aiphone	37.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Louroe	21.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Digital Logger	15.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Eik	17.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**Team 1st Technologies, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
FrontRow	5% discount	\$79.00	1 yr.	Yes
Creston	10% discount	\$79.00	1 yr.	Yes
Aurora	15% discount	\$79.00	1 yr.	Yes
Inter-M Audio	15% discount	\$79.00	1 yr.	Yes
Factor Electronics	discount variable see pricing	\$79.00	1 yr.	Yes

[www.team1sttech.com](http://www.team1sttech.com) for complete listing of manufactures & current pricing

**Troxell Communications, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Troxell Online Catalog	5-65% minimum discount Off list	\$25.00-\$65.00	Varies by manuf.	Yes

Additional price for any required bonds will be \$15.23 per \$1,000.00 of the total

**2. VIDEO TO INCLUDE TV'S, MONITORS, PROJECTORS, SCREENS, AND MOUNTS; WHOLESALE PRICE LIST MUST BE INCLUDED**

**ACP Direct**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Eiki	0% + FOBD-PPA	No installation	Yes	No
DuKane	0% + FOBD-PPA	No installation	Yes	No
Elmo	0% + FOBD-PPA	No installation	Yes	No
Recordex	0% + FOBD-PPA	No installation	Yes	No

[www.acpdirect.com](http://www.acpdirect.com) for complete listing of manufactures & current pricing – Or call 800-238-8009

**AISYS Consulting, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
BenQ	0-20% discount	varies in scope	manf.	See below
LG	0-20% discount	varies in scope	manf.	See below
InFocus	0-10% discount	varies in scope	manf.	See below
NEC	0-15% discount	varies in scope	manf.	See below
Optoma	0-15% discount	varies in scope	manf.	See below
Panasonic	0-20% discount	varies in scope	manf.	See below
Viewsonic	0-20% discount	varies in scope	manf.	See below
DaLite	0-25% discount	varies in scope	manf.	See below
Smart Technologies	0-15% discount	varies in scope	manf.	See below
Peerless	0-25% discount	varies in scope	manf.	See below
Chief	0-25% discount	varies in scope	manf.	See below

\*Installation costs - varies in scope, requirements, products and detail contact vendor

\*\*Not certified to install every item per manufacture

Contact vendor for complete listing of manufactures & current pricing

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Epson	5% discount off List Price	\$67.50	1year	Yes
Optima	10% off List Price + additional 1 5% for educational facilities	\$67.50	1 year	Yes
LG Commercial	8% off List Price	\$67.50	1 year	Yes
Sure Microphones	10-25% discount off List Price	\$67.50	1-2 years	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**DuMotion Audio-Visual & Video, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Du Motion Catalog	Prices shown less 5%	\$110.00	1 year	Yes

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
LG, Samsung	0% best price	\$95.00	1 year	No
Elite Screens	0% best price	\$95.00	1 year	No
Premier Mounts	0% best price	\$95.00	1 year	No
Sanus, VMP, Chief	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**ElectriPro, Inc. –Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
LG, Samsung, Sansus , Elite Screens	15% markup	<del>\$60.00</del> –\$69.00 Hourly rate changed effective 2/2016	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**Ford Audio-Video Systems, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Varies	10-30% discount	see below	Yes	Yes

\*Installation costs- labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote.

See vendors website for manufacturers [www.forday.com](http://www.forday.com)

**H.B. Electronics, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
All brands	10% discount	\$100.00	1 year	Yes
All rentals	10% discount	\$50.00		Yes

[www.hbprosound.com/](http://www.hbprosound.com/) [www.hbprorentals.com](http://www.hbprorentals.com)

Prices based on our website's Minimum Advertised Price (MAP) take 10% discount from our MAP

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
ASK	N/R	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Peerless Industries, Inc.	no markup or discount	<del>\$85.00</del> \$75.00	1 year	Yes
<small>(Changes as of April 2016)</small>				
UTC Fire & Security, Everfocus Electronics Corp.	0%			
Various Projectors	5-10% mark up	\$75.00	manuf.	
Various TV Manufactures	5-10% mark up	\$75.00	manuf.	
Draper	10% discount	\$75.00	manuf.	

Contact vendor for complete listing of manufactures & current pricing

**SD Technologies, LLC DS  
Integrators, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Various	15% markup	\$79.50	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Video Mount Products	25.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Elo Touch	14.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**Team 1st Technologies, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Sharp	discount variable see pricing	\$79.00	3 yr.	Yes
Qomo	discount variable see pricing	\$79.00	3 yr.	Yes
Hitachi	discount variable see pricing	\$79.00	3 yr.	Yes
Clary Icon	5% discount	\$79.00	3 yr.	Yes
Chief	25% discount	\$79.00	1 yr.	Yes
Raxxess	15% discount	\$79.00	1 yr.	Yes
Da Lite	discount variable see pricing	\$79.00	1 yr.	Yes

[www.team1sttech.com](http://www.team1sttech.com) for complete listing of manufactures & current pricing

**Troxell Communications, Inc.**

<b><u>Manufacturer / Wholesaler</u></b>	<b><u>% markup or % discount</u></b>	<b><u>Installation Cost</u></b>	<b><u>Warranty</u></b>	<b><u>Certified to Install (Y/N)</u></b>
Troxell Online Catalog	5-65% minimum discount Off list	\$25.00-\$65.00	Varies by manuf.	Yes

Additional price for any required bonds will be \$15.23 per \$1,000.00 of the total

**3. SECURITY TO INCLUDE CONTACTS, RESIDENTIAL BURGLAR ALARMS, COMMERCIAL BURGLAR ALARMS, AND GSM (CELLULAR COMMUNICATIONS) WHOLESALER PRICE LIST MUST BE INCLUDED**

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Honey Well Ademco and Total Connect	20% off List Price	\$67.50	3 years	Yes
DSC Alarm Products	25% off List	\$67.50	1 year	Yes
Uplink	20% off List Price	\$67.50	1 year	Yes
2 Gig Alarm	15% off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**GFI Security, Inc.**  
**Tvco Integrated Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Honeywell – First Alert	28% off list price	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
DSC, 2GIG	0% best price	\$95.00	1 year	No
Ipdatal	0% best price	\$95.00	1 year	No
Ecolink, Linear	0% best price	\$95.00	1 year	No
Aleph, GRI, Uplink	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**ElectriPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
DSC	25% markup	<del>\$60.00</del> -\$69.00	mfr.	Yes
DMP	15% markup	<del>\$60.00</del> -\$69.00	mfr.	Yes

Hourly rate changed effective 2/2016

Contact vendor for complete listing of manufactures & current pricing

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
DSC, Telguard	N/R	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
UTC Fire & Security	no markup or discount	\$85.00	1 year	Yes
(Changes as of April 2016)				
UTC Fire & Security	10% discount off List Price	\$67.50	1 year	Yes
Honeywell	10% discount off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**SD Technologies, LLC DS Integrators, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
DMP, DSC, Ademco	10-30% discount	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Honeywell	37.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**4. CCTV TO INCLUDE DVR (DIGITAL VIDEO RECORDERS), NETWORK VIDEO RECORDERS, AND SURVEILLANCE CAMERAS; WHOLESALE PRICE LIST MUST BE INCLUDED**

**911 Security Cameras**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Brickcom Cams	40% discount	\$65.00 per hr.	3 yrs.	Yes
Dell IVVR	40% discount	\$65.00 per hr.	3 yrs.	Yes
Video Insights VMS	40% discount	\$65.00 per hr.	3 yrs.	Yes
Salient VMS	40% discount	\$65.00 per hr.	3 yrs.	Yes

Contact vendor for complete listing of manufactures & current pricing

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Pelco	15% off List Price	\$67.50	3 years	Yes
Axis	10% off List Price	\$67.50	2 years	Yes
Everfocus	20% off List Price	\$67.50	2 years	Yes
Honeywell	25% off List Price	\$67.50	3 years	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**CFI Security, Inc.**  
**Tvco Integrated Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Avigilon	25% off list price	\$65.00	1 year	Yes
Bosch	25% off list price	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Everfocus, Axis Digital Watchdog, Speco, CPI, Enforcer, Digiop, 3S	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**DuMotion Audio-Visual & Video, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Du Motion Catalog	20% mark-up	\$110.00	1 year	Yes

**ElectriPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
HIKVision	40% discount	<del>\$60.00</del> \$69.00	mfr.	Yes
i3 International	20% discount	<del>\$60.00</del> \$69.00	mfr.	Yes
ACTi	15% markup	<del>\$60.00</del> \$69.00	mfr.	Yes
Axis	15% markup	<del>\$60.00</del> \$69.00	mfr.	Yes

Hourly rate changed Effective 2/2016.

See vendors website for additions to CCTV to include DVR, surveillance cameras, etc. [www.intechd.com](http://www.intechd.com)

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Everfocus	no markup or discount	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
UTC Fire & Security Yes	<del>no markup or discount</del>	<del>\$85.00</del> \$67.50	1 year	
(Changes as of April 2016) Everfocus Electronics Corp.	0%			
Nuuo, Vivotek	0%			

(Changes as of April 2016)

Avigilon	20% discount of List Price	\$67.50	1 year	Yes
Axis	20% discount of List Price	\$67.50	1 year	Yes
Bosch	20% discount of List Price	\$67.50	1 year	Yes
DVTel	20% discount of List Price	\$67.50	1 year	Yes
Honeywell	20% discount of List Price	\$67.50	1 year	Yes
Video Insights	20% discount of List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**SD Technologies, LLC DS Integrators, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Vigilant, Bosch, Arecont, Pelco	30% discount	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Troxell Communications, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Troxell Online Catalog	5-65% minimum discount Off list	\$25.00-\$65.00	Varies by manuf.	Yes

Additional price for any required bonds will be \$15.23 per \$1,000.00 of the total

**5. NETWORK TO INCLUDE PATCH PANELS AND SWITCHES; WHOLESALE PRICE LIST MUST BE INCLUDED**  
**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Leviton	10% off List Price	\$67.50	1 year	Yes
Netgear	15% off List Price	\$67.50	1 year	Yes
Cisco (Linksys)	10% off List Price	\$67.50	1 year	Yes
D Link	7% off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

GFI Security, Inc.  
Tyco Integrated Security

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
CSC	25% off list price	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Trendnet, Ubiquity Planet, SCP, C2G Vericom	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**DuMotion Audio-Visual & Video, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Du Motion Catalog	20% mark-up	\$110.00	1 year	Yes

**ElectriPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
ZyXel, TrendNet	15% markup	<del>\$60.00</del> -\$69.00 Hourly rate changed effective 2/2016	mfr.	N/A

Contact vendor for complete listing of manufactures & current pricing

**Ford Audio-Video Systems, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Varies	10-30% discount	see below	Yes	Yes

\*Installation costs- labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote.

See vendors website for manufacturers [www.forday.com](http://www.forday.com)

**SD Technologies, LLC DS Integrators, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Siemon, Leviton	30% discount	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Berktek	28.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Ortronics	38.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
HP	24% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Comnet	35% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Leviton	31.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**6. COMMUNICATIONS TO INCLUDE INTERCOM, PHONE SYSTEMS, AND RELATED; WHOLESALE PRICE LIST MUST BE INCLUDED**

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Viking	10% off List Price	\$67.50	1 year	Yes
Aiphone	15% off List Price	\$67.50	1 year	Yes
Avaya	10% off List Price	\$67.50	1 year	Yes
Polycom	10% off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Enforcer, M&S, Linear, Doorking, Aiphone	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**ElectriPro. Inc. dba Integrated**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Aiphone	15% markup	<del>\$60.00</del> \$69.00	mfr.	N/A
Technologies & DesignFike – Fire	25% discount	<del>\$60.00</del> \$69.00	mfr.	N/A
Silent Knight Farenhyt	30% discount	<del>\$60.00</del> \$69.00	mfr.	Yes

Hourly rate changed effective 2/2016

Contact vendor for complete listing of manufactures & current pricing

**Ford Audio-Video Systems, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Varies	10-30% discount	See below	Yes	Yes

\*Installation costs- labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote.

See vendors website for manufacturers [www.forday.com](http://www.forday.com)

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Telecor, Dukane	no mark up, no discount	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
<del>Bogen Communications</del>	<del>no markup or discount</del>	<del>\$85.00</del>	<del>1 year</del>	<del>Yes</del>
<small>(Changes as of April 2016)</small>				
<b>Bogen Communications</b>	<b>20% discount</b>	<b>\$70.00</b>	<b>1 year</b>	<b>Yes</b>
<b>iPhone</b>	<b>10% discount</b>	<b>\$70.00</b>	<b>1 year</b>	<b>Yes</b>
<b>Avaya</b>	<b>15% discount</b>	<b>\$70.00</b>	<b>1 year</b>	<b>Yes</b>
<b>Polycom</b>	<b>10% discount</b>	<b>\$70.00</b>	<b>1 year</b>	<b>Yes</b>

Contact vendor for complete listing of manufactures & current pricing

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

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Aiphone, Viking, Talk-a-Phone	30% discount	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Aiphone	37.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Elk	17.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Louroe	21.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**Team 1st Technologies, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
FrontRow	5% discount	\$79.00	1 yr.	Yes

[www.team1sttech.com](http://www.team1sttech.com) for complete listing of manufactures & current pricing

**7. ACCESS CONTROL TO INCLUDE GATE OPERATORS, SINGLE DOOR ACCESS, MULTIPLE DOOR ACCESS PC BASE CONTROL, ELEVATOR CONTROL ACCESS, AND STAND ALONE; WHOLESALE PRICE LIST MUST BE INCLUDED**

**911 Security Cameras**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Isonas	40% discount	\$65.00 per hr.	3 yrs.	Yes

Contact vendor for complete listing of manufactures & current pricing

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Doorking	10% off List Price	\$67.50	1 year	Yes
DSX	10% off List Price	\$67.50	1 year	Yes
Honeywell	10% off List Price	\$67.50	1 year	Yes
Key Scan	8% off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**CFI Security, Inc.**  
**Tyco Integrated Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
DSX	25% off list price	\$65.00	1 year	Yes
Software House	25% off list price	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Infinias, Enforcer Doorking, Kwikset	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**ElectriPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Lenel	10% discount	<del>\$60.00</del> \$69.00	mfr.	Yes
Hirsch	25% discount	<del>\$60.00</del> \$69.00	mfr.	Yes
Door King	30% discount	<del>\$60.00</del> \$69.00	mfr.	N/A

Hourly rate changed effective 2/2016

Contact vendor for complete listing of manufactures & current pricing

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
TruPortal	no mark, up no discount	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
UTC Fire & Security (Changes as of April 2016)	no markup or discount	<del>\$85.00</del> \$67.50	1 year	Yes
DSX	15% discount off List Price	\$67.50	1 year	Yes
Open Options	15% discount off List Price	\$67.50	1 year	Yes
Avigilon	15% discount off List Price	\$67.50	1 year	Yes
Honeywell	15% discount off List Price	\$67.50	1 year	Yes
DoorKing	15% discount off List Price	\$67.50	1 year	Yes
DAQ (as of June 2017)	15% discount off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**SD Technologies, LLC DS  
Integrators, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Hirsch, IDenticard, DSX,	15% discount	\$70.00	1 year	Yes
DoorKing	30% discount	\$70.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Open Options	31% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
HID	45.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Security Door Controls	35.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Doortonics	28.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**8. ACCESSORIES, POWER, AND WIRE TO INCLUDE TOOLS, SAFETY EQUIPMENT, CABLING, CONNECTORS, WIRE (DATA, AUDIO, POWER, ACEES, SECURITY SYSTEMS), UPS BACKUP (AUDIO, VIDEO, SURVEILLANCE), POWER CONDITIONERS, AND POWER SUPPLIES; WHOLESALE PRICE LIST MUST BE INCLUDED**

**AISYS Consulting, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
APC	0-25% discount	varies in scope	manf.	See below
Belkin	0-25% discount	varies in scope	manf.	See below
C2G	0-40% discount	varies in scope	manf.	See below
Tripplite	0-25% discount	varies in scope	manf.	See below

\*Installation costs - varies in scope, requirements, products and detail contact vendor

\*\*Not certified to install every item per manufacture

Contact vendor for complete listing of manufactures & current pricing

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Triplite	10% off List Price	\$67.50	1 year	Yes
ACS Power Supply	8% off List Price	\$67.50	1 year	Yes
Furman	10% off List Price	\$67.50	1 year	Yes
Minute Man	9% off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**CFI Security, Inc.**

**Tyco Integrated Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
CSC	25% off list price	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Altronix, Greenlee SCP, Klein, Ideal Vericom, Enforcer, Tripplite, Gem	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**DuMotion Audio-Visual & Video, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Du Motion Catalog	5% discount	\$110.00	1 year	Yes

**ElectiPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Eaton, TrippLite, Lenel	15% markup	<del>\$60.00</del> <b>\$69.00</b> Hourly rate changed effective 2/2016	mfr.	N/A

Contact vendor for complete listing of manufactures & current pricing

**Ford Audio-Video Systems, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Varies	10-30% discount	See below	Yes	Yes

\*Installation costs- labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote.

See vendors website for manufacturers [www.fordav.com](http://www.fordav.com)

**H.B. Electronics, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
All brands	10% discount	\$100.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

~~Lifetime Memory Products, Inc.~~ (removed as of October 2015)

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
<del>Lifetime Memory ea. 16 GB Secure Digital</del>	<del>10% discount</del>	<del>\$14.00-</del>	<del>Lifetime</del>	<del>N/A</del>
<del>Lifetime Memory ea. 32 GB Secure Digital</del>	<del>10% discount</del>	<del>\$20.00-</del>	<del>Lifetime</del>	<del>N/A</del>
<del>Lifetime Memory ea. 64 GB Secure Digital</del>	<del>10% discount</del>	<del>\$32.00-</del>	<del>Lifetime</del>	<del>N/A</del>
<del>Lifetime Memory ea. 16 GB USB Flash Drive</del>	<del>10% discount</del>	<del>\$14.00-</del>	<del>Lifetime</del>	<del>N/A</del>

**Matrix Special Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
BlackBox	no mark up, no discount	\$65.00	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Altronix	39.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Berktek	28.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Coleman	14.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Hoffman	23.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

Contact vendor for complete listing of manufactures & current pricing

**Troxell Communications, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Troxell Online Catalog	5-65% minimum discount Off list	\$25.00-\$65.00	Varies by manuf.	Yes

Additional price for any required bonds will be \$15.23 per \$1,000.00 of the total

**9. AV FURNITURE AND RACKS TO INCLUDE AUDIO AND VIDEO CABINETS, PODIUMS, MICROPHONE STANDS, AND CARTS; WHOLESALE PRICE LIST MUST BE INCLUDED**

**ACP Direct**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Eiki	0% + FOB-D-PPA	No installation	Yes	No
Bretford	0% + FOB-D-PPA	No installation	Yes	No
Paragon	0% + FOB-D-PPA	No installation	Yes	No
Oklahoma Sound	0% + FOB-D-PPA	No installation	Yes	No

[www.acpdirect.com](http://www.acpdirect.com) for complete listing of manufactures & current pricing – Or call 800-238-8009

**AISYS Consulting, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Bretford	0-25% discount	varies in scope	manf.	See below
ErgoTron	0-25% discount	varies in scope	manf.	See below

\*Installation costs - varies in scope, requirements, products and detail contact vendor

\*\*Not certified to install every item per manufacture

Contact vendor for complete listing of manufactures & current pricing

**AV Concepts & Security**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Tour Tough	10% off List Price	\$67.50	1 year	Yes
Middle Atlantic	15% off List Price	\$67.50	1 year	Yes
Omni Mounts	15% off List Price	\$67.50	1 year	Yes
Sanus	13% off List Price	\$67.50	1 year	Yes

Contact vendor for complete listing of manufactures & current pricing – Pricing discount vary from 5%-40%

**DuMotion Audio-Visual & Video, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Du Motion Catalog	5% discount	\$110.00	1 year	Yes

**D.W. Collins dba AVX**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Sanus, Tour Tough Chief, Premier Mount Raxxess, VMP, Atlas	0% best price	\$95.00	1 year	No

Contact vendor for complete listing of manufactures & current pricing

**ElectriPro, Inc. dba Integrated Technologies and Design**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Tour Tough, Sanus	15% markup	\$60.00-\$69.00 Hourly rate changed effective 2/2016	mfr.	N/A

**Ford Audio-Video Systems, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Varies	10-30% discount	see below	Yes	Yes

\*Installation costs- labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote.

See vendors website for manufacturers [www.fordav.com](http://www.fordav.com)

**H.B. Electronics, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
All brands	10% discount	\$100.00	1 year	Yes
All rentals	10% discount	\$50.00		Yes

**PyroCom Systems, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
<del>Atlas Sound, LP</del>	<del>no markup or discount</del>	<del>\$85.00</del>	<del>1-year</del>	<del>Yes</del>
<del>Peerless Industries, Inc.</del>				

(Changes as of April 2016)

Atlas Sound, LP	10% discount	\$75.00	1 year	Yes
Peerless Industries, Inc.	10% discount	\$75.00	1 year	Yes
Middle Atlantic	10% discount	\$75.00	1 year	Yes
Chief	10% discount	\$75.00	1 year	Yes

**Sigma Surveillance, Inc. dba STS360**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Middle Atlantic	45.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes
Video Mount Products	25.5% discount off MSRP	\$120.00 3 hr. min	manf.	Yes

**Team 1st Technologies, LLC**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Spectrum	25% discount	\$79.00	1 yr.	Yes

[www.team1sttech.com](http://www.team1sttech.com) for complete listing of manufactures & current pricing

**Troxell Communications, Inc.**

<u>Manufacturer / Wholesaler</u>	<u>% markup or % discount</u>	<u>Installation Cost</u>	<u>Warranty</u>	<u>Certified to Install (Y/N)</u>
Troxell Online Catalog	5-65% minimum discount Off list	\$25.00-\$65.00	Varies by manuf.	Yes

Additional price for any required bonds will be \$15.23 per \$1,000.00 of the total

**PROPOSAL RESPONSE FORM:**

**MISCELLANEOUS COST / CHARGES FOR INSTALLATION (EX. SCISSOR LIFT RENTALS, ETC.)  
TO BE SUBMITTED AT VENDOR'S COST.**

**911 Security Cameras -**

hourly **\$65.00**

- Drive time rate per mile on a portal to portal basis? **\$0/** mile
- Response time after notification for El Paso County? **4** hours

**AISYS Consulting, LLC**

scope of work will be assessed. Projects vary in scope requirements and products; therefore need to be quoted individually and separately if applicable.

- Drive time rate per mile on a portal to portal basis? **Depends on project and if**
- Response time after notification for El Paso County? **qualifying for installation**

**AV Concepts & Security**

hourly **\$35.00**

- Drive time rate per mile on a portal to portal basis? **\$0.55/** mile
- Response time after notification for El Paso County? **2-4** hours

**~~CFI Security, Inc.~~ Tyco Integrated Security**

hourly **\$65.00**

- Drive time rate per mile on a portal to portal basis? **\$0.00/** mile
- Response time after notification for El Paso County? **4** hours
- Non-Emergencies and just regular requested service will be dispatched **24** hour response

**DuMotion Audio-Visual & Video, Inc.**

hourly **\$110.00**

- Drive time rate per mile on a portal to portal basis? **\$0.56/** mile
- Response time after notification for El Paso County? **24** hours

**D.W. Collins dba AVX**

hourly **\$95.00**

- Drive time rate per mile on a portal to portal basis? **\$0.89/** mile
- Response time after notification for El Paso County? **24** hours

**ElectriPro, Inc. dba Integrated Technologies and Design**

hourly **~~\$60.00~~ \$69.00**  
Hourly rate changed effective 2/2016

- Drive time rate per mile on a portal to portal basis? **\$1.50/** mile
- Response time after notification for El Paso County? **8** hours

**Ford Audio-Video Systems, LLC**

labor rates are specifically related to a project or job that preferred supplier has provided a scope of work and or quote

- Drive time rate per mile on a portal to portal basis? **\$0.65/ mile**
- Response time after notification for El Paso County? **10-12 hours**

**H.B. Electronics, Inc.**

hourly **\$100.00**

- Drive time rate per mile on a portal to portal basis? **\$0.50/ mile**
- Response time after notification for El Paso County? **4 hours**

**Matrix Special Systems, Inc.**

hourly **\$75.00**

- Drive time rate per mile on a portal to portal basis? **\$0.50/ mile**
- Response time after notification for El Paso County? **24 hours**

**PyroCom Systems, Inc.**

hourly ~~\$85.00~~ **\$75.00**

- Drive time rate per mile on a portal to portal basis? ~~\$2.00/ mile~~ **\$0.56 / mile**
  - Response time after notification for El Paso County? **24 hours**
- (Changes as of April 2016)

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

hourly **\$70.00 + equipment rental**

- Drive time rate per mile on a portal to portal basis? **\$0.55/ mile**
- Response time after notification for El Paso County? **8 hours**

**Sigma Surveillance, Inc. dba STS360**

hourly **\$quoted on per case basis**

- Drive time rate per mile on a portal to portal basis? **Included in installation costs/ mile**
- Response time after notification for El Paso County? **24 hours**

**Team 1st Technologies, LLC**

hourly **\$27.09**

- Drive time rate per mile on a portal to portal basis? **\$0.55/ mile**
- Response time after notification for El Paso County? **24 hours**

**Troxell Communications, Inc.**

hourly ~~\$confirmed~~ – additional price for any required bonds will be \$15.23 per \$1,000.00 of the total

- Drive time rate per mile on a portal to portal basis? **At 20% of hourly labor rates/ mile**
- Response time after notification for El Paso County? **1 hour return phone call / 24 service call hours**

THIS SPACE FOR VENDOR TO PROVIDE ANY VALUE ADDED INFORMATION REGARDING ADDITIONAL DISCOUNTS FOR LARGE ORDERS (BE SPECIFIC), TRAINING, ACCESS TO TRAINING, MISCELLANEOUS INSTALLATIONS / ITERGRATIONS / NETWORKING NEEDS (BE SPECIFIC), DESIGN / CONSULTATION AND OR ANY OTHER RESOURCES THAT CAN ENHANCE THE GOODS OFFERED IN THIS RFP;

### **911 Security Cameras**

We offer free access control & digital camera system integration consulting. Call Jeff Willis 832-274-2056

### **ACP Direct**

Provides products or materials only, see website [www.acpdirect.com](http://www.acpdirect.com) for complete listing of manufactures & current pricing.

### **AISYS Consulting, LLC**

Training / professional development is available; specializing in SMART Technologies training with certified trainers including certified installers. Design and consulting services are available and will be quoted upon need arising per project and scope of work. Discounts for larger quantities and or projects may be available. For any pricing above mentioned services please contact vendor for more details and information. Pricing varies as these services can be considered more customized.

### **CFI Security, Inc. Tyco Integrated Security**

~~CFI Security, Inc.~~ Tyco Integrated Security is a full special system Integration company. ~~CFI~~ Tyco Integrated Security provides consulting, design integration and installation to customer specifications specializing in surveillance, access control, life safety/fire systems, systems automation and intrusion detection systems. ~~CFI~~ provides UL listed central station monitoring. Special emphasis on Government, Federal, Industrial, commercial and residential entities. Vendor meets all BBB accreditation standards. All employees are screened with background checks conducted by the FBI and Texas Department of Public Safety. ~~CFI Security~~ has continued on going end user systems training provided by our vendors on a monthly/quarterly basis to better support our customers. ~~CFI Security~~ Tyco Integrated Security realizes the importance of end users understanding their systems and we offer free end user training on a continued basis, as new employees are hired ~~CFI~~ Tyco Integrated Security continues to assist.

### **DuMotion Audio-Visual & Video, Inc.**

Equipment used for installation projects will be quoted as a package and will reflect improved pricing

### **ElectriPro, Inc. dba Integrated Technologies and Design**

Additional services offered power quality testing, power factor correction, electrical equipment testing and maintenance, lighting protection, thermographic analysis, ARC flash studies, power design and training for all mentioned.

### **Ford Audio-Video Systems, LLC**

Provides engineering, project management, installation & testing, customer training and service. Ford Audio-Video offers training seminars on audio, video and lighting systems.

### **H.B. Electronics, Inc.**

Will offer 5% additional discount for orders over \$50,000.00 – System design and training are included in all our installations.

**PyroCom Systems, Inc.**

~~5% discount for orders over \$25,000.00~~ (Changes as of April 2016)

~~8% discount for orders over \$50,000.00~~

Local training provided at \$85.00 per hour

Manufacturer training provided at cost + 20%

Design fees at \$85.00 per hour

Consultation fee free of charge

**SD Technologies, LLC DS Integrators, LLC**

Has the ability to integrate at different levels, the operation and functionality if different systems to provide a single control of multiple systems. Training is provided on all systems and tech support is available. Jobs over \$10,000.00 will receive additional discounts on parts.

**Sigma Surveillance, Inc. dba STS360**

For complete listing of manufactures, current pricing, % discount, installation cost, warranty and installation certification contact vendor. STS360 encompasses everything from your leading surveillance and access control platforms as well as analytics, synopsis, command/control, intrusion, monitoring, visitor management, campus security, intercom, RFID, GPS, detectors XRay machines, duress/man down and related hardware/software /services. Visit our website at [www.sts360.com](http://www.sts360.com)

**Team 1st Technologies, LLC**

Installation of any products, we have a team in place that is flexible and willing to work around each school's schedule. Team 1st Technologies, LLC can provide training on use of all equipment we provide. We also provide training on software that works with monitors and projectors that creates an interactive classroom with immediate feedback for teachers and students.

**Troxell Communications, Inc.**

Discounts offered are minimum discounts, larger orders and/or projects will initiate larger discounts based on volume and/or total price. Orientation/Training on all installed products is provided at no additional charge. Professional development services are available no additional cost, call for quote. Local account executive is available to assist with product recommendations, demos, project walk-throughs, and design. We will offer Region 19 members a customized website with your pricing and other value-added features, please see attached Troxell communications, Inc. Website Advantages.

**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:

On File

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

**911 Security Cameras** – Dallas only

**ACP Direct** – none, ACP Direct uses a third party delivery for all product or material orders,  
No local store front.

**AISYS Consulting, LLC** – not available

**AV Concepts & Security** – Yes, 11601 Pellicano Suite A1 El Paso, TX 79936 – Free delivery in El Paso area

~~**CFI Security, Inc.** – 1845 Northwestern Drive Suite B, El Paso, TX 79912~~

**Tyco Integrated Security** - 11800 Rojas Drive Suite C-1

**DuMotion Audio-Visual & Video, Inc.** – 1601 Montana Ave., El Paso, TX 79901

**D.W. Collins dba AVX** – Yes, 6600 Montana Ave. Suite Q, El Paso, TX 79925 – delivery available over \$500.00 purchase

**ElectriPro, Inc. dba Integrated Technologies and Design** – N/A

**Ford Audio-Video Systems, LLC** – N/A

**H.B. Electronics, Inc.** - 6000 Gateway Blvd. East, El Paso, TX 79905

~~**Lifetime Memory Products, Inc.** – N/A (removed as of October 2015)~~

**Matrix Special Systems, Inc.** - Yes

**PyroCom Systems, Inc.** – no local storefront but pickup and delivery available at our office

~~**SD Technologies, LLC**~~ **DS Integrators, LLC** – Yes, 840B Kastrin St., El Paso, TX 79907

**Sigma Surveillance, Inc. dba STS360** – N/A

**Team 1st Technologies, LLC** - None

**Troxell Communications, Inc.** – N/A

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

**911 Security Cameras** – Jeff Willis, Houston Office 281-733-2776, cell 832-274-2056

**ACP Direct** – no local sales available call 800-238-8009 or [www.acpdirect.com](http://www.acpdirect.com)

**AISYS Consulting, LLC** – Elizabeth Lopez, 956-686-0101 or 210-464-4178, [elopez@aisvsconsulting.com](mailto:elopez@aisvsconsulting.com)  
(Home base in McAllen, TX-frequent visits to satellite home in El Paso, TX)

**AV Concepts & Security** – AV Concepts & Security – Alice Quintero, 915-307-3607 phone, 915-383-3024 cell, [alice@avconceptsandsecurity.com](mailto:alice@avconceptsandsecurity.com)

~~**CFI Security, Inc.** – Sharon Robinet, 915-373-6735 phone, [srobinet@cfi-ep.com](mailto:srobinet@cfi-ep.com) (as of 2/2015)~~

~~**Tyco Integrated Security** - John Deslongchamps Cell (915)433-6473 [ideslongchamps@cfi-ep.com](mailto:ideslongchamps@cfi-ep.com)  
John Langell - 505-250-5785 / [jmlangell@tvco.com](mailto:jmlangell@tvco.com)~~

**DuMotion Audio-Visual & Video, Inc.** – Harold du Quesnay, 915-597-5010 phone, [harold@dumotionav.com](mailto:harold@dumotionav.com)

**D.W. Collins dba AVX** – Paul Geesman, 915-778-9111 phone, [paul@avxwholesale.com](mailto:paul@avxwholesale.com)

**ElectriPro, Inc. dba Integrated Technologies and Design** – Robert Martinez, 915-532-8687 phone, 915-346-3100 cell, [sales@intechd.com](mailto:sales@intechd.com)

**Ford Audio-Video Systems, LLC** – Ehren Rutherford, 1-800-654-6744 ext. 2304 phone, [ruthe@fordav.com](mailto:ruthe@fordav.com)

**H.B. Electronics, Inc.** – Alberto bordier, 915-727-8639 phone, [alberto@hbelectronicsinc.com](mailto:alberto@hbelectronicsinc.com) /  
Daniel Cross, 915-727-5062 phone, [daniel@hbprosound.com](mailto:daniel@hbprosound.com)

~~**Lifetime Memory Products, Inc.** – N/A – (removed as of October 2015)~~

**Matrix Special Systems, Inc.** – Greg Adams, 915-591-9710 phone, 915-727-8615 cell, [matrix3915@sbcglobal.net](mailto:matrix3915@sbcglobal.net)

**PyroCom Systems, Inc.** – Joshua G. Lutrell, 915-772-0880 phone, 915-526-8751 cell, [josh@pyrocomsystems.com](mailto:josh@pyrocomsystems.com)

Sharon Robinet, 915-833-6604 phone, 915-373-6735 cell  
[srobinet@pyrocomsystems.com](mailto:srobinet@pyrocomsystems.com) (Changes as of April 2016)

~~**SD Technologies, LLC DS Integrators, LLC** – Rebecca A. Sullivan, 915-629-0463, [rsullivan@dsielpaso.com](mailto:rsullivan@dsielpaso.com)~~

**Sigma Surveillance, Inc. dba STS360** – John Hoffman, 214-427-5566, 419-344-8105 phone, [john@sts360.com](mailto:john@sts360.com)

**Team 1st Technologies, LLC** – None

**Troxell Communications, Inc.** – Desiree Flanagan, 505-266-0608/800-578-8858 ext 4121 phone, [desiree.flanagan@trox.com](mailto:desiree.flanagan@trox.com)

**REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION**

**4. NUMBER OF DELIVERY TRUCKS IN EL PASO AND/OR HUDSPETH COUNTIES?**

**911 Security Cameras** – None

**ACP Direct** – ACP Direct uses third party delivery – common carriers

**AISYS Consulting, LLC** – not available

**AV Concepts & Security** – 4 trucks

~~CFI Security, Inc.~~ **Tyco Integrated Security** – 18 vehicles

**DuMotion Audio-Visual & Video, Inc.** – 3 vehicles

**D.W. Collins dba AVX** – 2 vehicles

**ElectriPro, Inc. dba Integrated Technologies and Design** – 8 vehicles

**Ford Audio-Video Systems, LLC** - 0

**H.B. Electronics, Inc.** – 2 vehicles

~~Lifetime Memory Products, Inc.~~ – N/A (removed as of October 2015)

**Matrix Special Systems, Inc.** – N/R

**PyroCom Systems, Inc.** – 9 vehicles

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

**Sigma Surveillance, Inc. dba STS360** – N/A

**Team 1st Technologies, LLC** – None

**Troxell Communications, Inc.** – all deliveries are provided by national carriers  
(UPS, FedEx, common carriers)

4. YEARS DOING BUSINESS IN EL PASO SELLING / INSTALLING ITEMS SUBMITTED FOR AWARD CONSIDERATION?

911 Security Cameras – 6 yrs.

ACP Direct – 12 yrs., no installations

AISYS Consulting, LLC – 5 yrs. in El Paso area

AV Concepts & Security – 3 yrs.

CFI Security, Inc. Tyco Integrated Security – 12 yrs. (also an 8(a) certified company)

DuMotion Audio-Visual & Video, Inc. – 64 yrs.

D.W. Collins dba AVX – 22 yrs.

ElectriPro, Inc. dba Integrated Technologies and Design – 4 yrs.

Ford Audio-Video Systems, LLC – 40 yrs.

H.B. Electronics, Inc. – 29 yrs.

Lifetime Memory Products, Inc. – 9 yrs. (2005) (removed as of October 2015)

Matrix Special Systems, Inc. – 14 yrs.

PyroCom Systems, Inc. – 17 yrs.

SD Technologies, LLC DS Integrators, LLC – 10 yrs.

Sigma Surveillance, Inc. dba STS360 – 4 yrs.

Team 1st Technologies, LLC – None

Troxell Communications, Inc. – 12 yrs.

5. 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:

### **911 Security Cameras**

An updated catalog of all Coop discounted equipment will be on our website [www.911securitycameras.com](http://www.911securitycameras.com) this catalog can also be requested by email [jeff@911securitycameras.com](mailto:jeff@911securitycameras.com)

### **ACP Direct**

ACP Direct delivers a catalog 3 to 4 times per year, with the most current pricing. See website [www.acpdirect.com](http://www.acpdirect.com) for complete listing of manufactures & current pricing

### **AISYS Consulting, LLC**

Will email Region 19 participants an “audio Visual Equipment menu” (sales tool) on Excel format. This method will be utilized frequently / as needed. There will also be direct mail to participants, and / or Region 19 Coop members.

### **AV Concepts & Security**

AV Concepts and Security will facilitate this by providing a direct contact number for your account manager who can provide any information regarding current list pricing upon request. Due to a large variety of products we offer, we have found this to be our most effective way of providing current pricing to our cliental.

### **GFI Security, Inc.**

### **Tvco Integrated Security**

Wholesale price lists on website, we can also have our purchasing department send updated price lists as they are sent to customers.

### **DuMotion Audio-Visual & Video, Inc.**

We offer local delivery in El Paso at no charge

### **D.W. Collins dba AVX**

Yes, via email

### **ElectriPro, Inc. dba Integrated Technologies and Design**

We will provide a price list to any Coop member at their request

**Ford Audio-Video Systems, LLC**

Specific product price lists can be requested by contacting and working with the account manager

**H.B. Electronics, Inc.**

Yes, by pdf email files

~~**Lifetime Memory Products, Inc.**~~ (removed as of October 2015)

~~Yes, email correspondence~~

**Matrix Special Systems, Inc.**

Yes, sent to email addresses provided by Coop members

**PyroCom Systems, Inc.**

Yes, price lists for Region 19 price list provided upon request

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

~~yes, emailed upon request~~

**Sigma Surveillance, Inc. dba STS360**

Yes, STS will send out updated MSRP price discount list if any changes are made. This list will be sent out to contacts listed on this RFP.

**Team 1st Technologies, LLC**

Yes, a digital copy can be provided to all members on a as needed basis

**Troxell Communications, Inc.**

Region 19 contract pricing will be available on-line through a dedicated website at [www.trox.com](http://www.trox.com) upon award. Website pricing is updated daily by manufacturers. Please see attached Troxell Communications, Inc. Website Advantages.

6. DOES VENDOR ACCESS A DELIVERY CHARGE ON ORDERS? IF YES, PROVIDE DETAILS INCLUDING MINIMUM ORDERS FOR DELIVERY TO BE INCLUDED, ETC:

**911 Security Cameras**

No minimums – no delivery charge

**ACP Direct**

There are no minimum orders. ACP Direct charges shipping – FOB destinations prepay & add. Freight policy

Order Amount	Ground Rates
\$0-\$49.99	\$7.95
\$50.00 - \$99.99	\$10.95
\$100-\$199.99	\$14.95
\$200.00-\$499.99	\$18.95
\$500.00 +	6% of order

**AISYS Consulting. LLC**

Vendor does not include freight charges in any pricing submitted in this bid. All freight charges are added to the invoice to client if it is not included in the original PO to AISYS it is recommended to contact AISYS for an accurate freight quote. Freight costs added to client invoice are at cost from UPS, FedEx, common carriers.

**AV Concepts & Security**

will not charge for any delivery in El Paso County. Outside of El Paso County 3<sup>rd</sup> party freight charges will be charged at cost of AV Concepts and Security. Orders larger than \$5,000.00 will not require a delivery charge.

~~GFI Security, Inc.~~  
**Tyco Integrated Security**

~~GFI~~ Tyco does not have minimum orders we will do a work-order requesting a battery change of \$2.0. We do not have delivery charges. On certain products does receive shipping charges and ~~GFI~~ can provide invoices of such charges.

**DuMotion Audio-Visual & Video, Inc.**

Yes

**D.W. Collins dba AVX**

Free local delivery of purchases over \$500.00

**ElectriPro, Inc. dba Integrated Technologies and Design**

No delivery charge will be assessed to a customer. Any order with freight charges due to heavy equipment will be assessed a charge for freight that will be determined at time of order

**Ford Audio-Video Systems, LLC**

On direct boxed equipment orders shipping will be FOB destination and included. On projects requiring installation the delivery charges are incorporated into the final quote presented to the customer for approval of total project cost.

**H.B. Electronics, Inc.**

No

~~Lifetime Memory Products, Inc.~~ (removed as of October 2015)

~~Yes, no minimum requirement UPS shipping costs will vary. For orders over \$1,000.00 s/h will be waived.~~

**Matrix Special Systems, Inc.**

N/R

**PyroCom Systems, Inc.**

No local delivery offered in El Paso County free of charge

~~SD Technologies, LLC DS Integrators, LLC~~

No

**Sigma Surveillance, Inc. dba STS360**

Ground shipping is free of charge. Additional fees apply for expedited shipping.

**Team 1st Technologies, LLC**

No, we do not have a delivery charge

**Troxell Communications, Inc.**

All prices posted in our Troxell Communications online catalog are FOB destination except for special handling or as noted below. Special handling will be prepaid and added to the invoice. Examples of special requests include inside delivery, overnight or 2<sup>nd</sup> day delivery and shipping order consolidation. All orders over 50 pounds and/or orders for large items (ie: furniture, TV/monitors and standard or electronic whiteboards, etc.) will be shipped PPD and added to the invoice at the substantial discounts Troxell receives from carriers.

8. CAN VENDOR PROVIDE SERVICES TO HUDSPETH COUNTIES INCLUDING HEAD START SITES AND SIERRA BLANCA ISD? IF NO, EXPLAIN;

**911 Security Cameras** – Yes

**ACP Direct** – will provide delivery of products to any area our 3<sup>rd</sup> party delivery services ship too. Common carriers are UPS & FedEx

**AISYS Consulting, LLC** – contact AISYS for required services. Services will be initialized via phone or email, once requirements are assessed, AISYS will determine if services will be available in that county due to distance / location / requirements

**AV Concepts & Security** – Yes we can provide services to these locations

**CFI Security, Inc. Tyco Integrated Security** – Yes

**DuMotion Audio-Visual & Video, Inc.** - Yes

**D.W. Collins dba AVX** – Yes

**ElectriPro, Inc. dba Integrated Technologies and Design** - Yes

**Ford Audio-Video Systems, LLC** – Yes contact account manager

**H.B. Electronics, Inc.** - Yes

**Lifetime Memory Products, Inc.** – Yes (removed as of October 2015)

**Matrix Special Systems, Inc.** - Yes

**PyroCom Systems, Inc.** – Yes

**SD Technologies, LLC DS Integrators, LLC** – Yes

**Sigma Surveillance, Inc. dba STS360** – Yes

**Team 1st Technologies, LLC** – Yes

**Troxell Communications, Inc.** - Yes

9. WILL VENDOR INSTALL EXISTING EQUIPMENT PURCHASED BY COOP MEMBER? IF SO LIST ALL MANUFACTURES CERTIFIED TO INSTALL, AND LABOR COST PER HOUR.

**911 Security Cameras**

Yes, most camera manufacturers do not require certifications to install their equipment. For video management systems we are certified; Video Insight / Salient

**ACP Direct** - No installation

**AISYS Consulting, LLC**

Not all equipment will be installed. Integration services are available but dependent on client requirements and products. Contact AISYS for integration services and availability and pricing. Pricing is dependent on product service and requirements where scope of work will be assessed. Projects vary in scope requirements and products and therefore need to be quoted individually and separately if applicable.

**AV Concepts & Security**

will install and incorporate existing equipment purchased by Coop members. AV Concepts & Security is licensed and certified to install and service a large variety of equipment for many manufactures, contact vendor for list and verification. Hourly rate is \$67.50 per hour.

**CFI Security, Inc.**  
**Tyco Integrated Security**

Can install most cameras, we are certified on Avigilon, Bosch, Honeywell Systems, DSX, Software House, we will work with Pelco, Axxess and numerous others.

**DuMotion Audio-Visual & Video, Inc.**

Certified all manufactures, labor costs \$110.00 per hour

**D.W. Collins dba AVX** - No

**ElectriPro, Inc. dba Integrated Technologies and Design**

Certified to install; Lenel, Axis, i3, HIKVision, Hirsch, Silent Knight, DMP, DSC and many more. Labor cost is ~~\$60.00~~ **\$69.00** per hour. (Hourly rate changed effective 2/2016)

**Ford Audio-Video Systems, LLC**

Depending on the service and materials required to install the equipment. Labor rates would be based off Job & Service Labor Rates and a formal Ford Av service quote must be provided – additional travel charges may be incurred.

**H.B. Electronics, Inc.**

Yes, \$100.00 per hour – all video and audio equipment

~~Lifetime Memory Products, Inc. – No (removed as of October 2015)~~

**Matrix Special Systems, Inc. - N/R**

**PyroCom Systems, Inc.**

Yes, Bogen, Siemens, Everfocus, UTC Fire & Security, Nuuo, Vivotek, Peerless, Atlas - \$85.00 per hour

**SD Technologies, LLC DS Integrators, LLC**

Yes, Hirsch, IDenticard, Software House, Silent Knight, Ademco, Detection System, DSCM, Vigilant - labor cost per hour \$70.00

**Sigma Surveillance, Inc. dba STS360**

Yes, attached list

**Team 1st Technologies, LLC**

We will install any existing equipment that a Coop member has in the categories that we are offering in this RFP. Labor cost per hour is \$79.00

**Troxell Communications, Inc.**

We install what we sell, Installation services are available for all products sold by Troxell Communications, Inc.

\$25.00 - \$65.00 – Laborer – per hour

\$55.00 - \$95.00 – Lead Technician – per hour

\$115.00-\$165.00 – Project Manager – per hour

(For larger jobs or new construction or when required by owner or general contractor)

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)  
(Armando Aguirre - Executive Director)

Date: \_\_\_\_\_  
(December 2, 2014)  
(September 11, 2015)  
(September 30, 2016)