PUBLIC SERVICE BOARD MEETING
AGENDA ITEM
REGULAR MEETING

Wednesday, August 14, 2019

SUBJECT

Contract for the replacement and upgrade of CCTV Systems at Kay Bailey Hutchison Desalination Plant and Carlos M. Ramirez TecH$_2$0 Water Resources Learning Center.

BACKGROUND

The purpose of this contract is to replace and upgrade the existing camera systems at the Kay Bailey Hutchison Desalination Plant and Carlos M. Ramirez TecH$_2$0 Water Resources Learning Center. The current system has 27 cameras and is an aged system with inadequate infrastructure to support a new CCTV system. The Avigilon CCTV system offered by PyroCom Systems, Inc. will enhance the security posture by the use of high definition images; night vision capability, and 39 and 45-day storage. A total number of 35 cameras will be installed at the facilities. PyroCom Systems, Inc. will provide a one-year parts and labor warranty.

STRATEGIC OBJECTIVES SUPPORTED

Improve Use of Technology

EVALUATION PROCESS

The purchase of the CCTV system replacement and upgrades is available through the ESC Region 19 Allied States Cooperative Buy Board contract number 17-7221 from PyroCom Systems, Inc. Staff obtained and evaluated a quote from PyroCom Systems, Inc., and determined that it met all the requirements for this procurement. Staff recommends purchase from PyroCom Systems, Inc.

FINANCIAL IMPLICATIONS

Sufficient funds are available in Account Numbers 2415 and 2418 and the funding source is the Improvement Fund.

PROPOSED ACTION REQUESTED

Consider and approve a contract for the replacement and upgrade of CCTV Systems at Kay Bailey Hutchison Desalination Plant and Carlos M. Ramirez TecH$_2$0 Water Resources Learning Center from PyroCom Systems, Inc., through ESC Region 19 Allied States Cooperative Contract Number 17-7221, in the amount of $108,287,26.

SUPPORTING DOCUMENTATION PROVIDED

- PyroCom Systems Inc., quotes
- Region 19 Contract Number 17-7221

PyroCom Systems, Inc

El Paso Water Utilities- Kay Bailey Hutchison
Mrs. Lorticia Augsberger
10751 Montana Street
El Paso, Texas 79936

Sales Proposal

July 23, 2019

Region 19 Allied States Purchasing Cooperative: Contract No. 17-7221: Fire and Security Alarm Installation, Maintenance, Monitoring and related Services

Subject: Installation of an AVigilon Surveillance System at the Kay Bailey Hutchison facility. The installation will consist of twelve (12) cameras located throughout the facility providing views to meet your needs and requests. PyroCom Systems will install a 24TB NVR providing 39 days of storage, based on our recommended settings. The NVR will be located in customer owned existing rack. We will run new category cable to new cameras. Price includes parts, installation, configuring, programming and focusing. PyroCom Systems has quoted a 55" monitor to view cameras. Monitor will be placed in the Superintendents office or other designated area.

Please see design for camera locations

Warranty: System comes with a one (1) year manufacturers warranty. Warranty does not cover abuse or acts of god.

QTY	DESCRIPTION	MSRP Unit Price	MSRP Extended Price	Region 19 Unit Price	Region 19 Extended Price
1	HD NVR4 STD 24TB 2U Rack Mnt, Windows 10 IoT LTSB	$15,070.00	$15,070.00	$12,809.50	$12,809.50
1	2.0 MP, WDR, LightCatcher, Day/Night, Indoor Dome(entrance)	$445.00	$445.00	$378.25	$378.25
1	3.0 MP, WDR, LightCatcher, Day/Night, Indoor Dome, (process Rm)	$495.00	$495.00	$420.75	$420.75
2	In-Ceiling Mounting Adapter for H4SL dome camera	$30.00	$60.00	$25.50	$51.00
1	3x 3 MP, Pendant Multisensor Camera, 2.8-8mm (Process Rm)	$1,655.00	$1,655.00	$1,406.75	$1,406.75
1	3x 5 MP, WDR, LightCatcher, 2.8mm, Camera Only	$1,800.00	$1,800.00	$1,530.00	$1,530.00
6	Optional IR illuminator ring	$330.00	$1,980.00	$280.50	$1,683.00
6	Dome bubble and cover, for outdoor surface	$160.00	$960.00	$136.00	$816.00
6	Outdoor pendant mount adapter	$160.00	$960.00	$136.00	$816.00
6	Pendant wall arm adapter	$95.00	$570.00	$80.75	$484.50
2	2.0 MP, Mini-Dome WDR, LightCatcher, Day/Night, Indoor Dome,(control room)	$375.00	$750.00	$318.75	$637.50
2	In-Ceiling Mounting Adapter for H4M dome camera	$30.00	$60.00	$25.50	$51.00
1	3x 3 MP, Outdoor Multisensor camera, 2.8-8mm f/1.3(outside view Chemical tanks)	$1,655.00	$1,655.00	$1,406.75	$1,406.75
1	3x 3 MP, Outdoor Multisensor camera, 2.8-8mm f/1.3(Rear Parking Lot)	$1,655.00	$1,655.00	$1,406.75	$1,406.75
1	4K UHD (8.0 Megapixel), Day/Night, Outdoor Dome, 4.3-8mm(exit gate)	$1,440.00	$1,440.00	$1,224.00	$1,224.00
1	Indoor/Outdoor Pendant Wall Arm Mount	$60.00	$60.00	$51.00	$51.00
1	Pole mount adapter for use with H4A-MT-WALL1,	$90.00	$90.00	$76.50	$76.50
1	4K UHD (8.0 Megapixel), Day/Night, Outdoor Dome, 4.3-8mm(montana view)	$1,440.00	$1,440.00	$1,224.00	$1,224.00
1	Indoor/Outdoor Pendant Wall Arm Mount	$60.00	$60.00	$51.00	$51.00
1	Pole mount adapter for use with H4A-MT-WALL1,	$90.00	$90.00	$76.50	$76.50
1	3x 3 MP, Outdoor Multisensor camera, 2.8-8mm f/1.3(under Canopy)	$1,655.00	$1,655.00	$1,406.75	$1,406.75
1	3x 3 MP, Outdoor Multisensor camera, 2.8-8mm f/1.3(front entrance)	$1,655.00	$1,655.00	$1,406.75	$1,406.75
1	Corner mount adapter for use with H4A-MT-WALL1,	$90.00	$90.00	$76.50	$76.50
12	ACC 7 Enterprise Edition camera license	$290.00	$3,480.00	$246.50	$2,958.00

Attn: Sharon Robinet
PyroCom Systems, Inc.
820 Kastrin
El Paso, TX. 79907
915-772-0880

PyroCom Systems, Inc

	Ancillary Items	$0.00	$0.00	$0.00	$0.00
3	Category 5e Cable	$220.00	$660.00	$187.00	$561.00
7	Vigitron RJ45 Surge Supressors	$38.47	$269.29	$32.70	$228.90
1	Patch panel	$220.00	$220.00	$187.00	$187.00
12	Patch Cords 3-FT CAT5E PATCH CABLE BLUE	$3.21	$38.56	$2.73	$32.77
1	Connectors- cat 5e mod plugs	$55.00	$55.00	$46.75	$46.75
1	24 Port POE Switch	$2,200.00	$2,200.00	$1,870.00	$1,870.00
1	APC Smart-UPS 450VA 280 Watts 4 Outlets	$510.00	$510.00	$433.50	$433.50
1	Samsung 55" LED 1080p HD	$1,018.30	$1,018.30	$865.56	$865.56
1	Samsung TV Mount	$144.50	$144.50	$122.83	$122.83
1	Equipment to convert coax to category cable	$1,900.00	$1,900.00	$1,615.00	$1,615.00
1	lift	$3,600.00	$3,600.00	$3,060.00	$3,060.00
	Hardware, conduit, cable equipment,conduit	$3,400.00	$3,400.00	$2,890.00	$2,890.00

		Material	**$44,362.05**
	203/HRS	**@ $65 per hour**	**$13,260.00**
		Total	**$57,622.05**

Quote Valid for 45 days

Authorized Signature: Sharon Robinet
Sharon Robinet

Date: 7-23-19

Attn: Sharon Robinet
PyroCom Systems, Inc.
820 Kastrin
El Paso, TX. 79907
915-772-0880

PyroCom Systems, Inc

El Paso Water Utilities - Tech H20
Mrs. Leticia Augsberger
10751 Montana Ave
El Paso, Texas 79936

Sales Proposal

7/22/2019

Region 19 Allied States Purchasing Cooperative: Contract No. 17-7221: Fire and Security Alarm Installation, Maintenance, Monitoring and related Services

PYRO18-220.rev.6

Subject: Installation of a new Avigilon Surveillance System. System will consist of 23 cameras. cameras located throughout the facility providing views to meet your needs and requests. PyroCom Systems will install a 18TB NVR providing 45 days of storage based on our recommended settings. The NVR will be located in customer owned existing rack. We will run new category cable to new cameras. Price includes installation, configuring, programming and focusing. PyroCom System has quoted a 55" monitor to view cameras. Monitor will be placed in the Superintendents office or other designated area.

Please see "Schedule A" for camera locations

Warranty: System comes with a one (1) year manufacturers warranty. Warranty does not cover abuse or acts of god.

QTY	DESCRIPTION	MSRP Unit Price	MSRP Extended Price	Region 19 Unit Price	Region 19 Extended Price
1	HD NVR3 VAL 18TB 1U Rack Mnt, Windows 10	$7,085.00	$7,085.00	$6,022.25	$6,022.25
8	3.0 MP, WDR, Black Indoor Bullet Camera, 3-9mm (wow room)	$570.00	$4,560.00	$484.50	$3,876.00
3	3.0 MP, WDR, LightCatcher, Day/Night, Indoor (main hall)	$495.00	$1,485.00	$420.75	$1,262.25
3	Junction box for the H4A HD, H4SL,	$90.00	$270.00	$76.50	$229.50
1	5.0 Megapixel, LightCatcher, 4.3-8mm f/1.8 P-Iris lens, (hall to the door)	$1,155.00	$1,155.00	$981.75	$981.75
1	Junction box for the H4A HD Bullet, H4SL HD Bullet,	$90.00	$90.00	$76.50	$76.50
1	3.0 MP, WDR, LightCatcher, Day/Night, Outdoor Dome, (Backdoor)	$570.00	$570.00	$484.50	$484.50
1	3.0 MP, WDR, LightCatcher, Day/Night, Outdoor Dome(amphitheatre)	$570.00	$570.00	$484.50	$484.50
1	3.0 MP, WDR, LightCatcher, Day/Night, Indoor (viewing cat area)	$495.00	$495.00	$420.75	$420.75
1	3.0 MP, WDR, LightCatcher, Day/Night, Indoor (front entrance)	$495.00	$495.00	$420.75	$420.75
1	Junction box for the H4A HD Bullet, H4SL HD Bullet,	$90.00	$90.00	$76.50	$76.50
1	Junction box for the H4A HD Bullet, H4SL HD Bullet,	$90.00	$90.00	$76.50	$76.50
2	In-Ceiling mount for H4M Mini-dome cameras, Black	$30.00	$60.00	$25.50	$51.00
2	2.0 MP, WDR, LightCatcher, Day/Night, Indoor Dome,(recep area)	$375.00	$750.00	$318.75	$637.50
3	3x 5 MP, Outdoor Multisensor camera, 4.0mm(front walk and back of the building, back/side of the building)	$1,800.00	$5,400.00	$1,530.00	$4,590.00
3	Optional IR illuminator ring	$330.00	$990.00	$280.50	$841.50
3	Dome bubble and cover, for outdoor surface	$160.00	$480.00	$136.00	$408.00
3	Outdoor pendant mount adapter	$160.00	$480.00	$136.00	$408.00
3	Pendant wall arm adapter	$95.00	$285.00	$80.75	$242.25
1	3.0 MP, WDR, LightCatcher, Day/Night, Outdoor Dome, (Guard Shack viewing incoming cars))	$570.00	$570.00	$484.50	$484.50
1	NPT adapter for use with H4SL cameras	$30.00	$30.00	$25.50	$25.50
1	Pendant wall arm for H4 Fisheye (needs H4F-MT-NPTA1), H4SL	$70.00	$70.00	$59.50	$59.50
23	ACC 7 Enterprise Edition camera license	$290.00	$6,670.00	$246.50	$5,669.50

Attn: Sharon Robinet
PyroCom Systems, Inc.
820 Kastrin
El Paso, TX. 79907
915-772-0880

PyroCom Systems, Inc

	Ancillary Items				
1	Category 5e cable OSP	$510.00	$510.00	$433.50	$433.50
6	Vigitron RJ45 Surge Supressors	$38.47	$230.83	$32.70	$196.20
1	APC Smart-UPS 450VA 280 Watts 4 Outlets	$510.00	$510.00	$433.50	$433.50
5	Category 5e cable	$220.00	$1,100.00	$187.00	$935.00
1	24 Port Patch panel	$220.00	$220.00	$187.00	$187.00
1	Category 5e RJ45 Mod Plugs	$55.00	$55.00	$46.75	$46.75
1	Lift	$2,200.00	$2,200.00	$1,870.00	$1,870.00
1	Vigitron 26 Port L2 Plus 1G POE Switch	$2,200.00	$2,200.00	$1,870.00	$1,870.00
1	POE Switch - 4 port - Guard shack	$450.00	$450.00	$382.50	$382.50
1	Samsung 55" LED 1080p HD	$871.30	$871.30	$740.61	$740.61
1	TV Mount	$144.50	$144.50	$122.83	$122.83
1	Conduit, coring etc	$595.00	$595.00	$505.75	$505.75
1		$510.00	$510.00	$433.50	$433.50
19	Patch Cords 3-FT CAT5E PATCH CABLE	$1.96	$37.15	$1.66	$31.57
1	Hardware, conduit, misc cable equipment	$2,550.00	$2,550.00	$2,167.50	$2,167.50

Material	**$38,185.21**
192 hours labor @ $65 per hour	**$12,480.00**
Total	**$50,665.21**

Quote Valid for 45 days

Authorized Signature: Sharon Robinet
Sharon Robinet

Date: 7-23-19

Attn: Sharon Robinet
PyroCom Systems, Inc.
820 Kastrin
El Paso, TX. 79907
915-772-0880

EDUCATION SERVICE CENTER
REGION 19 RFP AWARD SUMMARY

RFP TITLE:	Fire & Security Alarm Installation, Maintenance, Monitoring, Inspections, and Related Service – ESC Region 19 Allied States Cooperative
RFP NUMBER:	17-7221
RFP OPENING DATE:	October 19, 2016
CONTRACT TERM:	Date of award until October 31, 2017 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor **(Extended by Region 19 ASC until October 31, 2018)** **(Extended by Region 19 ASC until October 31, 2019)**
FUNDING SOURCE:	Various
RFP's ISSUED:	23
RESPONSES:	9
ADVERTISEMENT DATES:	The El Paso Times – September 19, 2016 & September 26, 2016 Washington Post - September 19, 2016 & September 26, 2016
BOARD MEETING DATE:	January 19, 2017
RECOMMENDED FOR AWARD	**Advanced Security Contractors, Inc. (HUB)** **DS Integrators, LLC** **Electripro Inc., dba Integrated Technologies and Design (HUB)** **Essential Fire Protection Systems, Inc. Firetrol Protection Systems, Inc.** **IntraWorks, Inc.** **Matrix Special Systems, Inc. (HUB)** **PyroCom Systems, Inc.** **Sound & Signal Systems of Texas**
TOTAL (estimated)	**$6,000,000 / year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Allied States Cooperative members and ESC Region 19 to purchase the Fire Safety and Suppression devices, equipment, services, turnkey fire and security alarm services, monitoring, installations and inspections 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. All vendors being recommended for award received 80% or better rating on reference checks and due diligence documentation. As a cooperative contract, most all manufactures of fire protection equipment are represented through various vendors recommended for award. In compliance with the special conditions, all users of this contract should request a current manufacturer price list from the vendor when placing orders to insure discounts extended are correct

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

Debra Oropeza - ESC Region 19 Allied States Cooperative

Advanced Security Contractors, Inc Amendment Letter as of 7/12/18 added as Price Link on pg. 26

Contact Information:

Advanced Security Contractors, Inc. (HUB)
Matthew J. Rios 135 Rio West Drive El Paso, TX 79932
915-845-0272 / Fax: 915-845-0280
www.ascsecure.com / matthew@ascsecure.com / Virginia@ascsecure.com

States Covered – New Mexico, Texas

DS Integrators, LLC
Rebecca Sullivan / Steve Waltman
8408 Kastrin St.
El Paso, TX 79907
915-629-0463 / Fax: 915-590-1971
rsullivan@dsielpaso.com /swaltman@dsielpaso.com

States Covered – New Mexico, Texas

Electripro Inc., dba Integrated Technologies and Design (HUB)
John Wever / ~~Robert Martinez~~ Laura Real Y Vasquez *updated 3/08/2018
~~4509 Osborne Drive~~ 230 Chelsea St.
El Paso TX. ~~79922~~ 79905
915-532-8687 / Fax: ~~915-532-1701~~ 915-703-2220
~~www.intechd.com / security@intechd.com /sales@intechd.com~~
www.itdtexas.com / sales@itdtexas.com / John@itdtexas.com / ~~Robert@itdtexas.com *updated 10/23/2017~~ laura@itdtexas.com
*updated 3/08/2018

States Covered – All States

Essential Fire Protection Systems, Inc.
Mark Meshirer
10920 Marconi Lane
El Paso, TX 79935
915-592-5066 / Fax: 915-592-6771
www.essentialfire-ep.com /mmeshirer@essentialfire-ep.com

States Covered – New Mexico, Texas

Firetrol Protection Systems, Inc.
Chris Escobar
8401 Ave. F
Lubbock, TX 72404
806-771-3500 / 915-525-7130 (Cell)
Fax: 806-771-3501
www.firetrol.net /cescobar@firetrol.net

States Covered – New Mexico, Texas

IntraWorks, Inc.
Jon Lewis
~~1611 Beech St. Suite G~~ 7618 Boeing Suite C (as of January 2017)
El Paso, TX 79925
915-772-4307 / Fax: 915-975-8281
www.intraworksusa.com /jlewis@intraworksusa.com

States Covered – New Mexico, Texas (El Paso County)

Matrix Special Systems, Inc. (HUB)

Greg Adams
3634 Wooster Ln.
El Paso, TX 79936
915-591-9710 / Fax: 915-591-6680
Matrix3915@sbcglobal.net

States Covered – New Mexico, Texas

PyroCom Systems, Inc.

Sharon Robinet
820 Kastrin
El Paso, TX 79907
915-772-0880 / Fax: 915-772-0885
www.pyrocomsystems.com / service@pyrosystems.com /srobinet@pyrocomsystems.com

States Covered – New Mexico, Texas

Sound & Signal Systems of Texas

Dean Hulsey
9200 Mayflower Ave.
El Paso, TX 79925
915-772-9893 / Fax: 915-778-5457
Dh@ssstx.com / mlarcroix@sss.tx.com

States Covered – New Mexico, Texas

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

1. PROVIDE 4 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 GOODS AND/OR SERVICES PROCURED:

   All on File

2. NUMBER OF EMPLOYEES LIVING IN AREA(S) VENDOR WISHES TO BE CONSIDERED FOR AWARD?

Advanced Security Contractors, Inc. - 18

DS Integrators, LLC – 11

Electripro Inc., dba Integrated Technologies and Design – 18

Essential Fire Protection Systems, Inc. – 30

Firetrol Protection Systems, Inc. – 10

IntraWorks, Inc. – 75 in Albuquerque / 3 in El Paso

Matrix Special Systems, Inc. - 20

PyroCom Systems, Inc. - 18

Sound & Signal Systems of Texas – 26

3. NUMBER OF LICENSED TECHNICIANS FOR GOODS AND SERVICES REQUESTED IN THIS RFP VENDOR WISHES TO BE CONSIDERED FOR AWARD?

Advanced Security Contractors, Inc. – 9

DS Integrators, LLC – 11

Electripro Inc., dba Integrated Technologies and Design – 13

Essential Fire Protection Systems, Inc. – 5

Firetrol Protection Systems, Inc. – 6 within response time

IntraWorks, Inc. - 20 in Albuquerque / 3 in El Paso

Matrix Special Systems, Inc. - 7

PyroCom Systems, Inc. - 8

Sound & Signal Systems of Texas - 8

4. LOCAL STORE FRONT FOR PICKUP AND DELIVERY IF APPLICABLE IN AREA(S) VENDOR WISHES TO BE CONSIDERED FOR AWARD?

Sound & Signal Systems of Texas - ~~9200 Mayflower Ave. El Paso, TX 79925~~ 230 Chelsea St. El Paso, Tx 79905***updated 4/3/18**

Advanced Security Contractors, Inc. – 135 Rio West Drive, El Paso, TX 79932

DS Integrators, LLC – N/A

Electripro Inc., dba Integrated Technologies and Design – Local – El Paso offices can be used for pickup and delivery 4509 Osborne Drive El Paso TX. 79922

Essential Fire Protection Systems, Inc. – N/A

Firetrol Protection Systems, Inc. – 3676 Burning Tree El Paso, TX

IntraWorks, Inc. – Albuquerque – 7910 Lorraine Ct. NE, Albuquerque NM 87113 El Paso – 1611 Beech St. Suite G. El Paso, TX 79925

Matrix Special Systems, Inc. - 3634 Wooster Ln. El Paso, TX 79936

PyroCom Systems, Inc. – 820 Kastrin El Paso, TX 79912

5. LOCAL SALES PERSON TO WORK WITH REGION 19 COOP MEMBERS INCLUDING NAME, PLACE OF RESIDENCE, PHONE NUMBER, CELL PHONE, AND EMAIL ADDRESS IN AREA(S) VENDOR WISHES TO BE CONSIDERED FOR AWARD?

Advanced Security Contractors, Inc.

Matthew J. Rios / 135 Rio West Drive El Paso, TX 79932 / 915-845-0272 / Cell: 915-637-1349 / matthew@ascsecure.com

DS Integrators, LLC

Steve Waltman / 8408 Kastrin St. El Paso, TX 79907 / 915-629-0463 / 915-603-7102 / swaltman@dsielpaso.com

Electripro Inc., dba Integrated Technologies and Design

Sean Nordberg / 915-996-7739 / ~~sean@intechd.com~~ sean@itdtexas.com ***updated 4/3/18**

Essential Fire Protection Systems, Inc.

Mark Meshirer / 915-526-4118 / mmeshirer@essentialfire-ep.com

Firetrol Protection Systems, Inc.

Chris Escobar / 915-525-7130 / cescobar@firetrol.net

IntraWorks, Inc.

Albuquerque – Paul Romero / 505-884-1970 / Cell 505-250-4269 / promero@intaworksusa.com El Paso – Jon Lewis / 915-772-4307 / Cell 915-637-1698 / jlewis@intaworksusa.com

Matrix Special Systems, Inc.

Manny Medina / 915-59710 / Cell 915-727-4896 / matrix@sbcglobal.net

PyroCom Systems, Inc.

Sharon Robinet / 820 Kastrin El Paso, TX 79907 / 915-772-0880 / Cell: 915-373-6735 / srobinet@pyrocomsystems.com

Sound & Signal Systems of Texas

Dean Hulsey / 9200 Mayflower Ave El Paso, TX 79925 / 915-772-9893 / 915-472-3098 (cell) / dh@ssstx.com
Rick Mcswain / 9200 Mayflower Ave El Paso, TX 79925 / 915-772-9893 / 915-472-3097 (cell) / rm@ssstx.com

6. NUMBER OF SERVICE TRUCKS IN AREA(S) VENDOR WISHES TO BE CONSIDERED FOR AWARD?

Advanced Security Contractors, Inc. – 16 trucks / vans, 1 bucket truck, 2 scissors lifts

DS Integrators, LLC – 7

Electripro Inc., dba Integrated Technologies and Design – 12

Essential Fire Protection Systems, Inc. - 17

Firetrol Protection Systems, Inc. – 6 on call and within a 3-4 hour response time

IntraWorks, Inc. – 3

Matrix Special Systems, Inc. – 13

PyroCom Systems, Inc. – 7

Sound & Signal Systems of Texas – 15

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

Advanced Security Contractors, Inc. – 19 years – New Mexico, Texas

DS Integrators, LLC – 10 years (under SD Technologies)

Electripro Inc., dba Integrated Technologies and Design – 6 years

Essential Fire Protection Systems, Inc. – 34 years

Firetrol Protection Systems, Inc. – 35 years

IntraWorks, Inc. – 25 years (formerly known as Integrated Controls in Albuquerque)

Matrix Special Systems, Inc. – 16 years

PyroCom Systems, Inc. – 18 years

Sound & Signal Systems of Texas - 34 years

8. DOES VENDOR AGREE TO KEEP ALL ESC REGION 19 PURCHASING COOPERATIVE MEMBERS INFORMED ON ANY CHANGES DURING THE CONTRACT PERIOD, AS W ELL AS PROVIDING ESC REGION 19 PURCHASING CURRENT ON ALL CHANGES DURING THE CONTRACT PERIOD? IF YES, PROVIDE DETAILS ON HOW THIS WILL BE FACILITATED:

Advanced Security Contractors, Inc. – Yes, via email and U.S. Postal Service, or phone call

DS Integrators, LLC – Yes, emails and letters

Electripro Inc., dba Integrated Technologies and Design – Yes, emails

Firetrol Protection Systems, Inc. – Yes, email and letter

IntraWorks, Inc. - Yes

Matrix Special Systems, Inc. – Yes, email notification

PyroCom Systems, Inc. – Yes

Sound & Signal Systems of Texas – Yes, in writing and/or via email

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, Inc.

Solo Trutest 800 / Serial # 90495 / #2) TT801 Solo 1000 Smoke 400-12 / Purchased 11/12/2014

Electripro Inc., dba Integrated Technologies and Design

ITD uses all new addressable panels that the FACP performs and complies with sensitivity testing. However, for older panels we have SDI FIRE SOLO 330 testers, mostly used in our Juarez, Mexico and Guadalajara offices. Our Dallas office just purchased two additional SDI FIRE SOLO 330's to be used in the United States if needed.

IntraWorks, Inc.

Device1: EST Model Siga-Pro Serial # 270672 / Device 2: EST Model Siga-Pro Serial #270679

PyroCom Systems, Inc.

TruTest TRUT300 / Serial Number 92031 / Last Calibrated 1/15/2016

Sound & Signal Systems of Texas

Fluke Model 8060A Serial# 4640184 Last Calibration 1/17/16 / Quest Model CA-15 Serial# H9040005 Last Calibration 1/22/16

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, Inc.

In conjunction with our product vendors, Advanced Security Contractors, Inc. holds training classes in our offices several times per year. ESC Region 19 purchasing cooperative members may attend training classes at no cost to them**.**

The company sells, installs, services and monitors burglar alarms, fire alarms, closed circuit television and access control systems. Collectively, our management team has over 100 years' experience in the security industry.

All Advanced Security Contractors Inc. technicians are certified by the Texas Department of Public Safety and are proficient on service and installation for the following manufacturers: Bosch, Siemens, Silent Knight, Potter, FireLite, DSC, i3, Hirsch, iQinvision, dVtel, Vicon. The majority of Advanced Security Contractors Inc. technicians are licensed by the State Fire Marshal. Our employees are processed through the FACT Clearinghouse.

Advanced Security Contractors, Inc. is available for technical service over the phone or on-site (El Paso region) 24 hours, 7 days a week. Advanced Security Contractors, Inc. can provide system instruction for our customers on-site and offers manufacturing training in our local, El Paso office.

Fire Alarm License #ACR-1751587 from Texas Department of Insurance
Security License #B09316 from Texas Department of Public Safety
License #82132 from State of New Mexico Regulation and Licensing

DS Integrators, LLC

DS Integrators is an alarm and communications systems, design, installation and service company focused on the education, healthcare and department of defense sectors and specializing in $25,000 - $500,000 integrated IP based system projects. All employees have had background checks through the TXDPS. DS Integrators provides training on all systems and on site and remote tech support is available. Jobs over $10,000 will receive an addition discount on parts.

DS Integrators, LLC will warranty all labor and workmanship for services provided under this contract for a period of thirty (30) days from the day of service completion (as indicated by signatures of acceptance). DS Integrators, LLC as two license fire technicians and nine technicians that are licensed by the State of Texas to install and service access control, security, CCTV, Audio Visual and Network systems.

Parts will be discounted 25% from list price. Quantity discounts will be considered.

Discount for early pay will be given: 2% 10 Net 30

DS Integrators, LLC will install new systems from the ground up or replace complete or partial systems. We will work directly with the customer to meet their needs and to make sure they are following and are in compliance with State regulations.

We offer specialized services to include systems design, service and installation of integrated CCTV, Access Control, Fire Alarm Control and Audio/Visual systems to meet the ever-growing security concerns facing our nation.

DS Integrators, LLC, (DSI) is a small business and currently employs 11 systems specialists, to include registered telecommunications designers, software specialists, field technicians and installation support crews. We value each crew member for their expertise and understanding for our customer's needs and schedules. Our company supports a multitude of commercial system technologies - everything you need to manage, secure and protect your people and your property. The product technologies DSI represent offer complete integration and automation of security, video and fire system technologies, all in an effort to simplify the task of controlling your business' safety and security. We install our own fiber optic cable/equipment, network infrastructures, electrical, concrete work, tower erection, etc – i.e., anything required for the installation of our security systems. We virtually do not subcontract to other vendors. This ensures the security and quality of our systems

DS Integrators, LLC currently sales, installs and services the following

systems: Fire Systems:

DMP (Certified Partner)
Cooper/Wheelock/Eaton ESL
EST
Honeywell
Firelite
Silent Knight

Security Systems:

Ademco Detection System DSC
DMP (Certified Partner)

Access Control Systems:

GE Security
Hirsch Electronics (Certified Partner)
AMAG (Authorized Dealer)
Vigilant (Certified Partner)
IDenticard (Certified Partner)
Silent Knight
S2 Security/CCTV System (Certified Partner)
Genetec Security/CCTV System (Certified Partner)

CCTV Systems

All Major Brands

Electripro Inc., dba Integrated Technologies and Design

ITD provides training based on product offering. This can be field training or comprehensive training room environment location. Manufacture training also available.

ITD offers Value-Added options in the way of the multitude of product offerings in the area of Security and Fire Systems. These multitude of offerings include Video Management Systems, Access Control, Intrusion, Gate Systems, and Electrical contractor offerings makes it easier for the end user ASC member to have all the requirements under one roof. The vast network of Prime contractors that ITD already works with provides a seamless integration and communication for the ASC Member's requirements. These include General Contractors, other Electrical contractors, Professional Engineers, Architects, and more. The on-staff Engineers of ITD provide efficiency in Auto CAD design and layout for quick drawing creation and required stamp drawings for submittal to Fire Marshal's office. ITD understands the need and requirement of necessary permits, fees, and licenses.

Warranty/Guarantee

ITD will "Warranty" their installation for up to 1 year of initial acceptance. This does not include damage from any other means other than ITD installation. ITD will defer all product warranty to the Manufacture which varies from 1 year to 3 years from the date of purchase.

ITD is a Security and Electrical Contractor. This RFP requires a Fire Alarm/Security Alarm Installation, Maintenance, Monitoring, Inspection, and related Services. This is part of the Core Competencies of ITD.

Essential Fire Protection Systems, Inc.

Essential Fire Protection Systems, Inc. specializes in design and installation of wet/dry sprinkler systems. Essential Fire also provides inspections, testing, maintenance, and service calls for wet/dry systems, private fire hydrant inspections, backflow prevention, and fire pumps. We have 30 employees to meet the fire sprinkler needs in El Paso Texas.

Contractor Warranty
Essential Fire Protection Systems, Inc. provides a warranty/guarantee of all the work performed under this contract including all materials and workmanship for a period of one year from the date of substantial completion. A warranty letter will be provided upon completion of work.

Essential Fire also provides inspections, testing, maintenance, and service calls for wet/dry systems, private fire hydrant inspections, backflow prevention, and fire pumps. We have 30 employees to meet the fire sprinkler needs in El Paso Texas.

Wet Fire Sprinkler Inspections and test

Annual	Semi-Annual	Quarterly	Monthly
$155.00 ea.	$155.00 ea.	$135.00 ea.	$105.00 ea.

Dry Fire Sprinkler Inspections and test Includes Pre-action & Deluge

Annual	Quarterly	3rd Year	Monthly
$255.00 ea.	$135.00 ea.	$355.00 ea.	$105.00 ea.

Private Fire Hydrant Inspections and test

Annual - $85.00 per unit+ tax

Backflow Prevention Inspections and test

Annual - $100.00 ea. (any size)

Fire Pump Inspections

Annual	Quarterly	Monthly	
Electric	$255.00 ea.	$135.00ea.	$90.00ea.
Diesel	$455.00 ea.	$135.00ea.	$90.00ea.

Rates	Service Calls (2 hours minimum)	Emergency Calls (4 hours minimum)
(1) Man crew	$80.00 per hour	$80.00 per hour
(2) Man crew	$140.00 per hour	$140.00 per hour

* Higher rates apply after normal business hours and holidays/Saturday/Sundays
*Pricing includes El Paso Texas and Las Cruces NM ONLY

Firetrol Protection Systems, Inc.

Firetrol Protection Systems is a multifaceted, full service fire protection contractor, providing design, fabrication, installation, service, and inspection of a wide variety of life safety and automatic fire suppression systems. Our Company focuses on the two major fire protection and life safety segments: suppression systems and alarm and detection systems. We have the technical expertise and resources to design, install, inspect, test, maintain and service all fire protection and life safety systems.

Whether you need a simple monitoring panel for a fire sprinkler system or a complex addressable system incorporating smoke and fan controls, rely on Firetrol Protection Systems' experienced professionals to design, install, inspect and service the life safety system appropriate for your business facility.

Because we are not an equipment manufacturer, Firetrol Protection Systems provides unbiased recommendations for the system that will best protect your people and facilities. Our customers receive the highest level of protection without the need to commit to a service provider that only offers proprietary equipment and software.

Firetrol Protection Systems has the technical expertise and resources to design, install and service life safety system upgrades, expansions and new construction in a range of facilities.

Our team of engineers and technicians can furnish your facility with the necessary alarm and detection equipment:

- Conventional Detection Products
- Add ressable Detection Products
- Audio Visual Notification Appliances
- Smoke and Fan Controls
- Elevator Recall
- UL Certification
- Fire Alarm Control Panels
- Fire Alarm System Networks
- Test, Inspect, and Monitoring Devices
- Emergency Voice Evacuation Systems
- Access Control and Security

Firetrol Protection Systems represents a full range of respected independent manufacturers of alarm and detection solutions, including:

Notifier, EST, Gamewell-FCI, Digitize, Bosch, Radionics, Fire-lite, Silent

Knight Repair, Service and Inspect

The National Fire Protection Association (NFPA) mandates that fire alarm systems in protected premises be tested regularly. In addition, local fire codes and insurance companies may require more frequent testing. Firetrol Protection Systems' staff of trained technicians can regularly test, inspect, service and repair your fire alarm system to meet all required codes and facility specifications.

Firetrol Protection also offers 24 hour central station monitoring that allows for the constant management of your systems. The entire system is programmed to communicate with the appropriate authority - the local fire department, our central station monitoring service, and your company representative based on the type of trouble signal received.

Integrated Systems: Products & Services

Firetrol Protection Systems has the solution for critical security, life safety and loss prevention needs - Firetrol Protection Systems optimizes and integrates access control, network video surveillance and all security management functions across an organization. It leverages existing telecommunications and IT infrastructures, simplifies security operations and reduces life-cycle costs, supporting the bottom-line mission of any enterprise.

Customized to support the needs and objectives of any organization

While the advantages of the security operation are paramount, the rewards of utilizing Firetrol Protection Systems penetrates the enterprise, improving operating efficiency in many areas, including: Security Life-safety, Loss prevention Human Resources Operations

These advantages are made possible by adherence to critical technical conventions during the design process, including:

Client-server/ open architecture Network compatibility' Modular design

Video edge...

Firetrol Protection Systems powerful CCTV management and it is CCTV that gives systems, matrix switching Firetrol Protection Systems's versatile integration its devices and network video transmission systems, all available today, Firetrol Protection Systems offers not only available individually or integrated world-class CCTV components such as IP cameras, monitors, DVR's and mass storage devices and servers, but also a full range of access control Management.

Access Control Management

Firetrol provides solutions that keep our customers in control of their data and their facilities. We help you proactively manage information in several ways that align with your operations. With our intuitive control, you can quickly assimilate data from multiple sources into easily understood formats. This kind of control helps improve the speed and accuracy of how your staff**.**

It also helps keep your training costs and time down. Hardware, software and database independent; Firetrol Protection Systems solutions can potentially integrate with your existing systems to help extend your current technology investment.

World-class...

• Redundant file servers
• Disaster recovery
• Choice of database, including Microsoft" SQL server
• Access control
• Alarm management
• Asset management
• Photo ID
• CCTV integration
• LAN/WAN connectivity
• Distributed architecture

The One Source for Integrated Security Solutions

Our team approach to total project management allows you to get solutions to complex security problems. Comprehensive project services ensure that from the design to the proposal phase, through blueprints, implementation and final inspection, including training - all aspects of your project will be completed with precision.

Our comprehensive services include:

• Systems engineering
• Design
• Training
• Inspection testing
• Commissioning
• Full post-installation support

As your project requires, we can provide blueprints and computer-aided design (CAD) drawings, or develop detailed documents, appropriate to support the proposal or planning process.

A System Salesperson professional becomes involved in your project during the early stage of the implementation planning. A Field Project Manager works onsite and is responsible for the day-to-day achievement of the strict time-lines established for every phase of your project--from start-up through implementation to training and final acceptance.

Our team approach means that our Design Specialists have their fingers on the pulse of the latest advancements in security technologies. Our professionals can meet all your specialized security needs by integrating the specific technologies to meet the application:

• Integrated system solutions
• Non-Proprietary systems
• Closed Circuit TV (CCTV) surveillance
• Access control systems
• Property protection
• Biometrics
• Networking
• Critical equipment Monitoring
• Intercom and evacuation Systems
• Nurse call systems
• System design services

Firetrol Protection Systems offers scheduled and emergency repair, inspection and maintenance services for fire protection and life safety systems on a 24-hour, 365 days a year basis.

Firetrol Protection Systems' qualified technicians-are trained to inspect and maintain:

• Fire Alarm and Life Safety Equipment
• Wet-Pipe and Dry-Pipe Fire Sprinkler Systems
• Pre-Action and Deluge Fire Sprinkler Systems
• Special Hazard Systems
• Restaurant Kitchen

Systems What We Do

Repair, Service, Inspections, Design & Installation Alarm & Detection Fire Suppression, Industrial Fire Protection, Integrated Security

• Fire Suppression Equipment and Systems
• Backflow Preventors
• Fire Extinguishers
• Emergency Lighting
• Fire Pumps

IntraWorks, Inc.

IntraWorks, Inc. is providing this valuable service to any ASC member who purchases a system free of charge for one year**.**

Rebate of Conceptualization, Design, and Proposals
If client uses our consulted services for assessment and design and lntraWorks is awarded the project, client will receive a rebate of 50% of the cost of consulting services toward the purchase of the system.

Communication System
IntraWorks, Inc. makes use of smart phones, tablets, email, and pagers to stay in constant communication with our technicians and clients. Most lead technicians carry a cellular phone and laptop computer. Important calls are never routed to voice mail or automated message centers. Our customers may call one phone number 24 hours a day to our emergency dispatch center where they will transfer the call directly to one of the on-call technicians regardless of their location.
Customers may also email requests to the dispatchers and receive an immediate response with documented action items. Emails can be forwarded to our site technicians keeping everyone in the communication loop.

Training
lntraWorks, Inc. employees and technicians go through extensive training each year. Most of our formal training is accomplished through the International Security Conference.
Continuing education credits and/or factory training are achieved each year for all engineers and sales personnel. In addition, technical employees go through factory training and various local certifications and seminars to keep them up-to-date with changing legal and technical requirements. We believe we have some of the most trained and experienced technicians in the region.

Products
IntraWorks, Inc. represents some of the finest special system equipment available. We represent quality name brands such as EST Fire Systems, Firelite, Valcom ES, lnterlogix by United Technologies, LENEL, DMP, Avigilon, Pelco, Soleil, HIK Vision, SONY, Continuum by Schneider, OnGuard by United Technologies, DSX, MAXxess, and VANDERBILT.

Non-proprietary Equipment and Services
lntraWorks, Inc. strives to solve most special system needs without the use of a proprietary system. Proprietary systems offered by most of our competitors end up locking the school district into expensive maintenance and service contracts. It is lntraWorks' philosophy that we should earn your business every day because we are competitive and offer the best value.

SmartService and Smart Reports
As stated briefly above, IntraWorks utilizes a unique way of tracking its service. Each device in a system that is sold and installed by lntraWorks is barcoded. Each device is entered into a sophisticated online management system that tracks the pedigree, testing, and maintenance of the device for its entire life cycle. Each time the device is tested; IntraWorks technicians validate the function of the device and scan the device to assure it was tested properly and timely. Reports of our testing and service can be found online by logging into our site.

Matrix Special Systems, Inc.

DSC Security Price List

Item	Price
DSC Kit (Backbox, panel, Keypad, Siren,)	$150.00
Transformer	$10.00
Wall Mount Motion Detector	$18.00
Ceiling Mount Motion Detector	$40.00
Door Contact	$3.00

Training is provided on-site utilizing the equipment installed at the customer's facility. Operation and Maintenance manuals and as-built drawings are provided to the customer upon completion of a project and are available during training. Except in special circumstances, fire code prevents owners from performing service, installation or trouble shooting of fire alarm systems. Training typically consists of the operation and understanding of the fire alarm control panels and how to respond to alarm, supervisory and trouble conditions that may occur on the fire alarm system.

Additional training is available upon customer's

request. Training Flow Chart

Introduction of trainer
Sign in of attendees
Identification and function of all components utilized in the installation
Fire alarm control panel function
How to properly respond to alarm, supervisory and trouble conditions
Conditions that may be addressed by the customer / owner
Conditions that must be addressed by a licensed technician
Questions

PyroCom Systems, Inc.

Pricing has been listed below in the requested formats. We have electronic copies of the Manufacturer List Prices that can be provided upon request. A printed copy can also be provided but some of them are hundreds of pages. The part numbers and list price from the manufacturers are constantly changing so an updated catalog from the manufacturer will be provided at the time of request.

Video to Include TV's, Monitors, Projectors, Screens, and Mounts (Updated 10/17/2017)

Manufacturer/Wholesaler	% markup or % discount
Peerless Industries, Inc.	5-10% mark up
Various Projectors	5-10% mark up
Various TV Manufacturers	5-10% mark up

Contact Vendor or complete listing of manufactures & current pricing*

CCTV to Include DVR (Digital Video Recorders), Network Video Recorders, and Surveillance Cameras. ~~(Updated 10/17/2017)~~ (Updated 7/30/2019)

Aerocont	15% discount off List Price
American Dynamics	15% discount off List Price
Avigilon	15% discount off List Price
Axis	15% discount off List Price
Bosch	15% discount off List Price
DVTel	15% discount off List Price
Exacq	15% discount off List Price
Honeywell	15% discount off List Price
Milestone	10% discount off List Price
ONSSI	15% discount off List Price
VivoTek	15% discount off List Price

Contact Vendor or complete listing of manufactures & current pricing*

Network to Include Patch Panels, Racks, Cabinets, Ladder Tray and Switches. (Updated 10/17/2017)

Leviton	15% off List Price
Panduit	15% off List Price
Hubble	15% off List Price
General	15% off List Price
Chatsworth	15% off List Price
Netgear	15% off List Price
Cisco	15% off List Price
Trendnet	15% off List Price
Ubiquity	15% off List Price
Vigitron	15% off List Price

Contact Vendor or complete listing of manufactures & current pricing*

Access Control to Include Gate Operators, Single Door Access, Multiple Door Access PC Base Control, Elevator Control Access, and Stand Alone. (Updated 10/17/2017)

DSX	15% discount off List Price
Open Options	15% discount off List Price
Avigilon	15% discount off List Price
Honeywell	15% discount off List Price
DoorKing	15% discount off List Price
DAQ	15% discount off List Price
Isonas	15% discount off List Price
Software House	15% discount off List Price
Infinias	15% discount off List Price
Algo	15% discount off List Price

Contact Vendor or complete listing of manufactures & current pricing*

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. (Updated 10/17/2017)

General	10% off List Price
Various Brands	5-10% mark up

Sound & Signal Systems of Texas

Please be advised that Sound & Signal Systems of Texas is an authorized NOTIFIER Engineered Systems Distributor and a NESCO Affiliate (NOTIFIER Engineered Systems Co.) in El Paso and surrounding counties and southern New Mexico. NOTIFIER systems are supplied through a worldwide network of Engineered System Distributors (ESD's). Authorized NOTIFIER ESD's meet and maintain strict standards of training on NOTIFIER products and are kept abreast of product enhancements and technical issues through regular updates and mailings.

Each authorized distributor agrees to a specific "territory" assignment defined in their Distributorship Agreement. The distributor agrees that it" ... shall not, without the prior written consent of Manufacturer sell or transfer for sale or resale, install or service any Product outside the Territory." Territory assignments are designed to ensure that the distributor is able to provide service to products sold within a reasonable time period.
Should you have any questions regarding this information, please contact the NOTIFIER Regional Sales Manager for your area. We sincerely appreciate your past and future confidence in NOTIFIER products and service providers**.**

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, Inc. - Southwest Dispatch Center LP. / 851 International Parkway #181 / Richardson, TX 75081 / Malcolm Reed malcom@southwestdispatch.com / 972 437-6773 Phone

Electripro Inc., dba Integrated Technologies and Design – Southwest Dispatch Center / 851 International Parkway Suite 181 Richardson, TX 7508. Mary Farley Martha@southwestdispatch.com (972-437-4056)

Firetrol Protection Systems, Inc. – Southwest Dispatch Center / 851 International Parkway Suite 181 Richardson, TX

IntraWorks, Inc. – UCC – United Central Control / 8415 Datapoint Dr. #500 / San Antonio, TX 78229 / Danny Little / 210-491-5300 / dlittle@teamucc.com

PyroCom Systems, Inc. – Dispatch Center, Ltd. / 101 Galleria Fair / San Antonio, TX 78232 / 210-491-3408 / www.dispatchcenter.net

Sound & Signal Systems of Texas - Dispatch Center LTD / 101 Galleria Fair / San Antonio, TX 78232 / 210-491-3400

AWARDED VENDOR MUST AGREE TO EXTEND ITS PROPOSAL PRICING TO NEW ESC REGION 19 MEMBERS THAT MAY JOIN DURING THE CONTRACT PERIOD.

Advanced Security Contractors, Inc. – Yes

DS Integrators, LLC – Yes

Electripro Inc., dba Integrated Technologies and Design – Yes

Essential Fire Protection Systems, Inc. - Yes

Firetrol Protection Systems, Inc. – Yes

IntraWorks, Inc. – Yes

PyroCom Systems, Inc. – Yes

Sound & Signal Systems of Texas – Yes

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.

Advanced Security Contractors, Inc. - Yes

DS Integrators, LLC – Yes

Firetrol Protection Systems, Inc. – Yes

IntraWorks, Inc. - Yes

Matrix Special Systems, Inc. – Yes

PyroCom Systems, Inc. – Yes

Sound & Signal Systems of Texas – Yes

NAME(S) OF FIRE ALARM MANUFACTURER PROPOSING?

Advanced Security Contractors, Inc. – Siemens, Silent Knight, Bosch, FireLite

DS Integrators, LLC – DMP, FireLite, Silent Knight, Honeywell, Detection System, Ademco

Electripro Inc., dba Integrated Technologies and Design – Silent Knight, Farennhyt, Gamewell, Firelite ***updated 4/3/18**

Essential Fire Protection Systems, Inc. – Tyco Fire Products (215) 362-0700 / Reliable Automatic Sprinkler Co. (800) 821-2138 / Viking Supply Net West (602) 262-0400

Firetrol Protection Systems, Inc. – Potter, FireLite, Notifier

IntraWorks, Inc. – EST/ Edwards, FireLite, Bosch Fire

Matrix Special Systems, Inc. – EST, FCI, FireLite

PyroCom Systems, Inc. – Seimens, EST, Firelite, Silent Knight

Sound & Signal Systems of Texas - Notifier

IS ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY?

Advanced Security Contractors, Inc. – No

DS Integrators, LLC – No

Electripro Inc., dba Integrated Technologies and Design – No

Essential Fire Protection Systems, Inc. – No

Firetrol Protection Systems, Inc. – Yes

IntraWorks, Inc. – No

Matrix Special Systems, Inc. – Yes

PyroCom Systems, Inc. – No

Sound & Signal Systems of Texas - Yes

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

Firetrol Protection Systems, Inc. – Upon request

Matrix Special Systems, Inc. – EST, FCI

NAME(S) OF SECURITY ALARM MANUFACTURER PROPOSING?

Advanced Security Contractors, Inc. – Bosch, DSC

DS Integrators, LLC – DMP, DSC, Ademco, Honeywell, Silent Knight

Electripro Inc., dba Integrated Technologies and Design – DSC, Ademco- Altronix ***updated 4/3/18**

Essential Fire Protection Systems, Inc. – N/A

IntraWorks, Inc. – DMP Digital Imaging Products, Interlogix, Bosch Security

Firetrol Protection Systems, Inc. – Potter Roemer, EST

Matrix Special Systems, Inc. – DSC

PyroCom Systems, Inc. – Honeywell**,** *DSC, DAQ (Added 10/17/2017)

Sound & Signal Systems of Texas - N/A

ANY MANUFACTURER PROPRIETARY TO YOUR COMPANY?

Advanced Security Contractors, Inc. – No

DS Integrators, LLC – No

Electripro Inc., dba Integrated Technologies and Design – No

Essential Fire Protection Systems, Inc. – No

Firetrol Protection Systems, Inc. – Yes

IntraWorks, Inc. – No

Matrix Special Systems, Inc. – No

PyroCom Systems, Inc. – No

Sound & Signal Systems of Texas - No

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

Advanced Security Contractors, Inc. – Bosch, DSC

DS Integrators, LLC – N/R

Essential Fire Protection Systems, Inc. – No

Firetrol Protection Systems, Inc. – Upon request

Matrix Special Systems, Inc. – DSC

Sound & Signal Systems of Texas - N/A

VENDOR RESPONSE FORM

MONTHLY SECURITY AND FIRE ALARM FEE PER PANEL PER BUILDING. PROVIDE BREAKDOWN PER SQUARE FOOT OR LIST MATRIX DEPENDING ON BUILDING SIZE OR OTHER SPECIFICS?

Advanced Security Contractors, Inc.

$30.00 per month per Fire Panel / $5.00 per month if BURG signals added

DS Integrators, LLC

Monitoring Fee

One Time Programing Fee	$75.00
Commercial Security Monitoring	$29.50
Commercial Fire Monitoring	$32.50
Combined Security & Fire Monitoring (1 panel)	$39.50
Commercial Monitoring with Daily Test Signal	$10.00 extra

$29.50 - $39.50 per panel

Electripro Inc., dba Integrated Technologies and Design

Security Alarm	Communications	Annual Rate
Phone Monitoring	Customer provided phone lines	$300.00
Cell Monitoring	Cellular and network monitoring	$360.00
Cellular with Alarm.com	Cellular with Alarm.com phone control	$560.00

Essential Fire Protection Systems, Inc.

Service Calls: 2 hours minimum / 1 man crew - $80 per hour / 2 man crew - $140 per hour
Emergency Calls: 4 hours minimum - 1 man crew - $80 per hour/ 2 man crew $140 per hour

Firetrol Protection Systems, Inc.

Per Alarm	$25.00 per month
Per Security Panel	$25.00 per month

IntraWorks, Inc.

Security Alarm Monthly Rate (per panel) - Landline Monitoring - $24.99 month / Cellular Uplink $39.99 month
Fire Alarm Monthly Rate up to 10,000 sf. (per panel) - Landline Monitoring - $40.99 month / Cellular Uplink $49.99 month
Fire Alarm Monthly Rate up to 30,000 sf. (per panel) - Landline Monitoring - $45.99 month / Cellular Uplink $54.99 month
Fire Alarm Monthly Rate up over 30,001 sf. (per panel) - Landline Monitoring - $49.99 month / Cellular Uplink $58.99 month

Matrix Special Systems, Inc.

$32.00 p/m Monitoring

PyroCom Systems, Inc.

Fire Monitoring with a Landline	$ 32.95 per month
Fire Monitoring with a Cellular Radio	$ 65.50 per month
Intrusion Monitoring with a Landline	$ 32.95 per month
Intrusion Monitoring with a Cellular Radio	$ 34.95 per month

Sound & Signal Systems of Texas

$70.00 / hr. Per person

HOURLY RATE FOR REPAIRS, MAINTENANCE, AND INSPECTIONS?

Advanced Security Contractors, Inc.

$70.00 /hr.

DS Integrators, LLC

$70.00 /hr.

Electripro Inc., dba Integrated Technologies and Design

Fire Alarm & Security Installation	Time	Hourly Rate
Installation	M-F 8-5PM Regular	$69.00
Installation Holiday after Hours	Holiday After Hours	$95.00
Service	M-F 8-5PM Regular	$75.00
Service Holiday After Hours	Holiday After Hours	$95.00

Essential Fire Protection Systems, Inc.

Wet Fire Sprinkler Inspections and test

Annual	Semi-Annual	Quarterly	Monthly
$155.00 ea.	$155.00 ea.	$135.00 ea.	$105.00 ea.

Dry Fire Sprinkler Inspections and test - Includes Pre-action & Deluge

Annual	Quarterly	3rd Year	Monthly
$255.00 ea.	$135.00 ea.	$355.00 ea.	$105.00 ea.

Private Fire Hydrant Inspections and test

Annual - $85.00 per unit+ tax

Backflow Prevention Inspections and test

Annual - $100.00 ea. (any size)

Fire Pump Inspections

	Annual	Quarterly	Monthly
Electric	$255.00 ea.	$135.00ea.	$90.00ea.
Diesel	$455.00 ea.	$135.00ea.	$90.00ea.

Rates	Service Calls (2 hours minimum)	Emergency Calls (4 hours minimum)
(1) Man crew	$80.00 per hour	$80.00 per hour
(2) Men crew	$140.00 per hour	$140.00 per hour

* Higher rates apply after normal business hours and holidays/Saturday/Sundays
*Pricing includes El Paso Texas and Las Cruces NM ONLY

Firetrol Protection Systems, Inc.

$80.00 hr. anytime, holidays, weekends

IntraWorks, Inc.

$55.00 hr. installations / $70.00 hr. service and inspection

Matrix Special Systems, Inc.

$65.00 /hr.

PyroCom Systems, Inc.

$65.00 per hour - Value Added Service - Bundled Inspection and Maintenance to include labor and parts – discounted monthly rate provided to customer based upon system configuration. ***updated 6/26/2017**

Sound & Signal Systems of Texas

$70.00 /hr. per person

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

Advanced Security Contractors, Inc.

MANUFACTURER	**Siemens**	**Fire**	DISCOUNT FROM LIST **18%**
MANUFACTURER	**Potter**	**Fire**	DISCOUNT FROM LIST **15%**
MANUFACTURER	**Silent Knight**	**Fire**	DISCOUNT FROM LIST **18%**
MANUFACTURER	**FireLite**	**Fire**	DISCOUNT FROM LIST **18%**
MANUFACTURER	**Bosch**	**Fire / Security**	DISCOUNT FROM LIST **25%**

DS Integrators, LLC

MANUFACTURER	**DMP**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**Honeywell**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**Ademco**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**Silent Knight**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**ESL**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**FireLite**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**DSC**	**Fire / Security**	DISCOUNT FROM LIST **25%**
MANUFACTURER	**Detection System**	**Fire / Security**	DISCOUNT FROM LIST **25%**

Electripro Inc., dba Integrated Technologies and Design

MANUFACTURER	**Silent Knight**	**Fire**	DISCOUNT FROM LIST **27%**
MANUFACTURER	**Farenhyt**	**Fire**	DISCOUNT FROM LIST **27%**
MANUFACTURER	**Gamewell**	**Fire**	DISCOUNT FROM LIST **27%**
~~MANUFACTURER~~	~~**Fike**~~	~~**Fire**~~	~~DISCOUNT FROM LIST **22.5**~~%***removed 4/3/2018**
MANUFACTURER	**DSC**	**Security**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**Firelite**	**Fire**	DISCOUNT FROM LIST **20% *added 4/3/2018**
MANUFACTURER	**Ademco**	**Security**	DISCOUNT FROM LIST **20% *added 4/3/2018**
MANUFACTURER	**Altronix**	**Security**	DISCOUNT FROM LIST **20% *added 4/3/2018**

Essential Fire Protection Systems, Inc.

MANUFACTURER	**N/A**	**N/A**	DISCOUNT FROM LIST **N/A%**

Firetrol Protection Systems, Inc.

MANUFACTURER	**FireLite**	**Fire**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**Potter**	**Fire**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**Protecto Wire**	**Fire**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**Notifier**	**Fire**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**DSC**	**Security**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**American Dynamics**	**Security**	DISCOUNT FROM LIST **30%**
MANUFACTURER	**Software House**	**Security**	DISCOUNT FROM LIST **30%**

IntraWorks, Inc.

MANUFACTURER	**EST/Edwards**	**Fire**	DISCOUNT FROM LIST **41%**
MANUFACTURER	**FireLite**	**Fire**	DISCOUNT FROM LIST **21%**
MANUFACTURER	**Interlogix**	**Security**	DISCOUNT FROM LIST **41%**
MANUFACTURER	**DMP**	**Security**	DISCOUNT FROM LIST **10%**

Matrix Special Systems, Inc.

MANUFACTURER	**EST**	**Fire**	DISCOUNT FROM LIST **50%**
MANUFACTURER	**Gamewell**	**Fire**	DISCOUNT FROM LIST **50%**

PyroCom Systems, Inc.

MANUFACTURER	**Siemens**	**Fire**	DISCOUNT FROM LIST **18%**
MANUFACTURER	**EST**	**Fire**	DISCOUNT FROM LIST **18%**
MANUFACTURER	**FireLite**	**Fire**	DISCOUNT FROM LIST **15%**
MANUFACTURER	**Silent Knight**	**Fire**	DISCOUNT FROM LIST **15%**
MANUFACTURER	**Honeywell**	**Security**	DISCOUNT FROM LIST **20%**
MANUFACTURER	**DSC** (added 10/17/17)	**Security**	DISCOUNT FROM LIST **15%**
MANUFACTURER	**DAQ** (added 10/17/17)	**Security**	DISCOUNT FROM LIST **15%**

Sound & Signal Systems of Texas

MANUFACTURER	**Notifier**	**Fire / Security**	DISCOUNT FROM LIST **25%**

Additional Vendor Price / Manufacturer Links

Advanced Security Contractors, Inc. – **Siemens List Price.pdf** / **Bosch List Price.pdf** / Price Link

DS Integrators, LLC – DMP.pdf / EVAX System.pdf / Fire-Lite Price List.pdf / Silent Knight.pdf / System Sensor.pdf / DS Integrators.pdf

Electripro Inc., dba Integrated Technologies and Design – ITD FIRE ALARM SILENT KNIGHT & FARENHYT 10-17-2016 (1).pdf ITD FIRE ALARM GAMEWELL 10-17-2016.pdf / ITD FIRE SUPRESSION FIKE 10-17-2016.pdf / ITD INTRUSION DSC 10-17-2016.pdf

Essential Fire Protection Systems, Inc. – https://www.tyco-fire.com/index.php?P=price

IntraWorks, Inc. – Edwards EST Strategic Partner Price List MSRP 1.2015.pdf / FireLite 2014 List Final.pdf / MSRP_Interlogix Intrusion_(Apr 2015).pdf DMP MSRP Price sheet.pdf / Bosch IFAS Pricelist - Region 19.pdf

Firetrol Protection Systems, Inc. –
PotterCorrosion_catalog.pdf / PotterFire_catalog.pdf / PotterIPA_brochure.pdf / PotterSecurity_catalog.pdf PotterSprinkler_catalog.pdf / List Price (PP).pdf

Matrix Special Systems, Inc. – Region 19 FCI Pricelist.pdf / Region 19 EST Pricelist.pdf /Region 19 Security Pricelilst.pdf

PyroCom Systems, Inc. –Price Link – ~~*updated 3/11/19~~ Updated 3/29/19
***Avaya Product Assurance and Software Support (PASS)** *updated 3/11/19

Sound & Signal Systems of Texas – Sound & Singnal.pdf

DOES VENDOR OFFER ADDITIONAL DISCOUNTS FOR VOLUME ORDERS? IF YES, PROVIDE DETAILS**:**

Advanced Security Contractors, Inc. – No

DS Integrators, LLC – Yes- Parts will be discounted 25% from List Price. Quantity discounts will be considered.

Electripro Inc., dba Integrated Technologies and Design - No

Essential Fire Protection Systems, Inc. – No

Firetrol Protection Systems, Inc. – No

IntraWorks, Inc. – Yes, Intrawork's can offer volume discounts but there are many factors involved such as manufacturer being specified and size projects. Volume discounts can only be discussed on a case by case basis.

Matrix Special Systems, Inc. - No

PyroCom Systems, Inc. - No

Sound & Signal Systems of Texas - No

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

Advanced Security Contractors, Inc. – Yes

DS Integrators, LLC – Yes

Electripro Inc., dba Integrated Technologies and Design - No

Essential Fire Protection Systems, Inc. - No

Firetrol Protection Systems, Inc. – No

IntraWorks, Inc. – No

Matrix Special Systems, Inc. – No

PyroCom Systems, Inc. – No

Sound & Signal Systems of Texas - No

IF YES, PROVIDE DETAILS:

Advanced Security Contractors, Inc. – 2% 10, Net 30

DS Integrators, LLC – 2% 10, Net 30

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

Advanced Security Contractors, Inc. – Yes

DS Integrators, LLC – Yes

Electripro Inc., dba Integrated Technologies and Design – Yes

Essential Fire Protection Systems, Inc. - No

Firetrol Protection Systems, Inc. – Yes

IntraWorks, Inc. – Yes

Matrix Special Systems, Inc. – Yes

PyroCom Systems, Inc. – Yes

Sound & Signal Systems of Texas - Yes

"VENDOR IS IN COMPLIANCE WITH ALL SPECIAL CONDITIONS?

Advanced Security Contractors, Inc. – Yes

DS Integrators, LLC – Yes

Electripro Inc., dba Integrated Technologies and Design – Yes

Essential Fire Protection Systems, Inc. - Yes

Firetrol Protection Systems, Inc. – Yes

IntraWorks, Inc. - Yes

Matrix Special Systems, Inc. - Yes

PyroCom Systems, Inc. - Yes

Sound & Signal Systems of Texas - 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)

Advanced Security Contractors, Inc. – Yes

DS Integrators, LLC – Yes

Electripro Inc., dba Integrated Technologies and Design – Yes

Essential Fire Protection Systems, Inc. – No discounts on services

Firetrol Protection Systems, Inc. – No

IntraWorks, Inc. – Yes

Matrix Special Systems, Inc. - Yes

PyroCom Systems, Inc. – Yes

Sound & Signal Systems of Texas - Yes

Approved by: _____ **Date:** _____
(Armando Aguirre – Executive Director) **(January 3, 2017)**
(Armando Aguirre – Executive Director) **(August 15, 2017)**
(Armando Aguirre – Executive Director) **(August 1, 2018)**