

# Solicitation Audit Checklist

**Proposal:** RFP 23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

**Awarded Vendor(s):** Affinitech Inc, All State Communications, Autoclear, Marco Technologies

**Award Date:** November 28, 2022 **Contract Number:** Multiple

- 1 Legal Affidavit(s)
- 2 Release of Solicitation
- 3 Copy of Solicitation Documents
- 4 Copy of Questions & Answers
- 5 Copy of Addenda
- 6 Closed Notification
- 7 Notification Report
- 8 Access Report
- 9 Opening Record
- 10 Copy of Qualified Vendor Responses
- 11 Evaluation Summary & Recommendation
- 12 Copy of Rejection Letter
- 13 Copy of Award Letter(s)
- 14 Copy of Signed Contract(s)

**AFFIDAVIT OF PUBLICATION**

STATE OF MINNESOTA )  
COUNTY OF HENNEPIN )



650 3rd Ave. S, Suite 1300 | Minneapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.
2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.
3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

<u>Dates of Publication</u>	<u>Advertiser</u>	<u>Account #</u>	<u>Order #</u>
StarTribune 10/03/2022	COOPERATIVE PURCHASING CONNECTION	1000337556	437465
StarTribune 10/10/2022	COOPERATIVE PURCHASING CONNECTION	1000337556	437465

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$268.80**

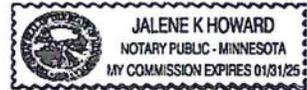
5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

*Terri Swanson*  
\_\_\_\_\_

Subscribed and sworn to before me on: 10/10/2022

*Jalene K. Howard*  
\_\_\_\_\_



Notary Public

CLASSIFIEDS + PUBLIC NOTICES

STARTRIBUNE.COM/CLASSIFIEDS • 612.673.7000 • 800.927.9233

Cooperative Purchasing Network

Advertiser: N/A

Agency: N/A

Ad Number: 0000437465-01

Insertion Number: N/A

Star Tribune Business

N/A

Section-Page-Zone(s): D-4-A11

Agency: N/A

1 Col x 2.04 in

0

Monday, October 17, 2011

Sealed proposals will be receive...

Legal Notices
State of Minnesota District Court
County of Rice
Court File Number: 06 FA 22 1085

Certificates of Assumed Name
State of Minnesota, Pursuant to
the Chapter 313 Minnesota Statutes...

Auctions/Liquidations
THE MOTHERLOAD
ESTATE & CONSIGN AUCTION

Art & Antiques
CASH PAID FOR BUY DOUTLIT &
MOPHREART.COM

Firewood
2 YEAR SEASONED MIXED
FIREWOOD, 2 1/2" x 12" or 2 for
\$100. Call 612-835-2828

Items for Sale
American-made Fine Amish solid
wood dining table, water-tory
solid, 60" x 120" x 30" table.

Public Notice
MINNESOTA CREEK
WATERSHED DISTRICT
The Minnesota Creek Watershed
District (MCD) Board of Commissioners...

Proposals for Bids
Sealed proposals will be received by the
Cooperative Purchasing Network (CPN)
on behalf of its current and potential
member agencies in North Dakota...

Mortgage Foreclosures
NOTICE OF POSTPONEMENT OF
MORTGAGE FORECLOSURE SALE

Mortgage Foreclosures
NOTICE OF POSTPONEMENT OF
MORTGAGE FORECLOSURE SALE

Dogs
BERNHODES MIMI 13L IF
willowwoodbarn.com

Cats
Basset Hounds, 8 weeks, 2M/1F,
all shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Australian Shepherd Purebred
Minitaupe, 12 weeks, 2M/1F, all
shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Basset Hounds, 8 weeks, 2M/1F,
all shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Australian Shepherd Purebred
Minitaupe, 12 weeks, 2M/1F, all
shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Basset Hounds, 8 weeks, 2M/1F,
all shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Australian Shepherd Purebred
Minitaupe, 12 weeks, 2M/1F, all
shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Basset Hounds, 8 weeks, 2M/1F,
all shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Australian Shepherd Purebred
Minitaupe, 12 weeks, 2M/1F, all
shots, fair priced, 4 months
old, puppy raised, very affectionate...

Dogs
Basset Hounds, 8 weeks, 2M/1F,
all shots, fair priced, 4 months
old, puppy raised, very affectionate...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

Mortgage Foreclosures
By law, the date on or before which
the mortgagor must vacate the
property, if the mortgage is not
reinstated...

**AFFIDAVIT OF PUBLICATION**

**STATE OF NORTH DAKOTA**

**ss.**

**COUNTY OF CASS**

Taylor Herhold, The Forum of Fargo-Moorhead, being duly sworn, states as follows:

1. I am the designated agent of The Forum of Fargo-Moorhead, under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspaper listed on the attached exhibit.
2. The newspaper listed on the exhibit published the advertisement of: *Legal Notice; (2) time: Wednesday October 5, 2022, Wednesday October 12, 2022*, as required by law or ordinance.
3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

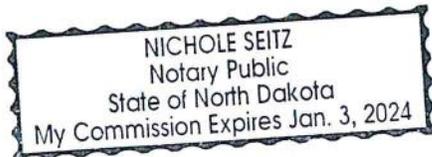
Dated this 12th day of October, 2022



Legals Clerk



Notary Public



Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota for 23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions, 23.4 – Remanufactured & Private Label Technology, and 23.5 – Fine Arts Materials, Supplies & Equipment.

Specifications and forms may be obtained by registering for free with CPC on Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)).

Proposals must be uploaded to Public Purchase before 10:00 a.m. CT on November 1, 2022, and late proposals will not be considered.

(Oct. 5 & 12, 2022) 106650

\*\*\* Proof of Publication \*\*\*

State of North Dakota )  
 ) SS:  
County of Burleigh )

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota for 23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions, 23.4 - Remanufactured & Private Label Technology, and 23.5 - Fine Arts Materials, Supplies & Equipment.

Specifications and forms may be obtained by registering for free with CPC on Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Proposals must be uploaded to Public Purchase before 10:00 a.m. CT on November 1, 2022, and late proposals will not be considered.

10/3 & 10 - 52222

Before me, a Notary Public for the State of North Dakota personally appeared Jill Lindsay who being duly sworn, deposes and says that he (she) is the Clerk of Bismarck Tribune Co., and that the publication(s) were made through the

Bismarck Tribune on the following dates:

10/3 & 10/2022

Signed

Jill Lindsay

LAKES COUNTRY SERVICE COOP  
Lori Mittelstadt  
1001 E MOUNT FAITH  
FERGUS FALLS MN 56537

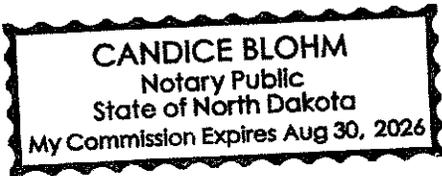
ORDER NUMBER 52222

Sworn and subscribed to before me this 10<sup>th</sup> day of

October 2022

Candice Blohm

Notary Public in and for the State of North Dakota



Section: Legals

Category: 5380 Public Notices

PUBLISHED ON: 10/03/2022, 10/10/2022

TOTAL AD COST: 45.60

FILED ON: 10/10/2022

# Argus Leader

P.O. Box 677349, Dallas, TX 75267-7349

Account No.: SFA-0000000483

Ad No.: 0005428555

PO #:

Lines : 31

Ad Total: \$24.39

LAKES COUNTRY SERVICE COOPERAT  
1001 E MOUNT FAITH AVE  
FERGUS FALLS, MN 56537

**This is not an invoice**

# of Affidavits 1

Account No.: SFA-0000000483

Ad No.: 0005428555

## Argus Leader AFFIDAVIT OF PUBLICATION

**State of Wisconsin  
County of Brown**

I being duly sworn, says: That The Argus Leader is, and during all the times hereinafter mentioned was, a daily legal newspaper published at Sioux Falls, Minnehaha County, South Dakota; that affiant is and during all of said times, was an employee of the publisher of such newspaper and has personal knowledge of the facts stated in this affidavit; that the notice, order or advertisement, a printed copy of which is hereto attached, was published in said newspaper issue(s) :

Monday, October 3, 2022

Monday, October 10, 2022

Sworn to and subscribed before me this 10 day of October, 2022.

*D. Roberts*

Legal Clerk

*Nicole Jacobs*

Notary Public, State of Wisconsin, County of Brown

*8-21-26*

My Commission expires

NICOLE JACOBS  
Notary Public  
State of Wisconsin

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota for 23.3 – Security Cameras, intrusion and Weapon Detection, and Door Access Control Solutions, 23.4 – Remanufactured & Private Label Technology, and 23.5 – Fine Arts Materials, Supplies & Equipment. Specifications and forms may be obtained by registering for free with CPC on Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Proposals must be uploaded to Public Purchase before 10:00 a.m. CT on November 1, 2022, and late proposals will not be considered. Published Oct. 3, 10, 2022, at the total approximate cost of \$24.39 and may be viewed free of charge at [www.sdpublicnotice.com](http://www.sdpublicnotice.com)

**From:** [Public Purchase](#)  
**To:** [Lisa Truax](#)  
**Cc:** [Kristine Urbowicz](#); [Melissa Mattson](#)  
**Subject:** [External]Release Successful on Bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions  
**Date:** Monday, October 3, 2022 10:02:14 AM

---

Lisa M Truax:

Bid "RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions"  
Status: Release Successful on Oct 3, 2022 10:02:05 AM CDT

You can check the released bid by going to the following address:  
<http://www.publicpurchase.com/gems/bid/bidView?bidId=162738>

If you have any questions regarding this bid, please contact our Customer Support Staff at [agency-support@publicpurchase.com](mailto:agency-support@publicpurchase.com)

Thank you for using Public Purchase.

MK= PbnWdTwxZt0CmeIXw9WV8w==

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

# Proposals Requested by the: **Cooperative Purchasing Connection**

## **RFP 23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**

CPC is requesting proposals from qualified vendors equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Participating agencies want the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. Storage, equipment, hardware, and installation services are also requested for a complete turn-key solution.

**Due: 10:00 a.m. CT on Tuesday, November 1, 2022**

**Vendors will submit questions and proposals online via Public  
Purchase ([www.publicpurchase.com](http://www.publicpurchase.com))**

**RFP Facilitator:**  
Lisa Truax  
Procurement Solutions Coordinator

**Published in:**  
Star Tribune  
Argus Leader  
Fargo Forum  
Bismarck Tribune

# Table of Contents

I.	<a href="#"><u>Introduction to CPC</u></a> .....	Page 3
II.	<a href="#"><u>Solicitation Procedures</u></a> .....	Page 3
	A. Vendor Qualifications	
	B. RFP Timeline	
	C. Non-Required Conference Call	
	D. RFP Submission	
	E. RFP Particulars	
	F. Solicitation Evaluation	
	G. Contract Award	
III.	<a href="#"><u>Technical Specifications</u></a> .....	Page 8
	A. Scope of Work	
	B. Quantity History	
	C. Category Terms and Conditions	
IV.	<a href="#"><u>Appendix A: Sales Report Template</u></a> .....	Page 13
V.	<a href="#"><u>Appendix B: New Vendor Implementation Checklist</u></a> .....	Page 14

## I. Introduction to CPC

The Cooperative Purchasing Connection (CPC) is a joint powers group of local governmental agencies and service cooperatives in Minnesota, organized pursuant to Minnesota Statute 123A.21. CPC has the legal authority to develop and offer, among other services, cooperative procurement services. Eligible membership and participation include states, cities, counties, and government agencies, both public and non-public educational agencies, colleges, universities and nonprofit organizations. Service cooperatives are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services.

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds joint powers agreement with Lakes Country Service Cooperative (LCSC) in Fergus Falls, MN, to provide purchasing contracts to its participating agencies. South Dakota participating agencies can utilize CPC's purchasing contracts through South Dakota statute 5-18A-37. Participating in the resulting contract(s) is open to government and nonprofit agencies across the United States, such as: K-12 and higher education, municipal, state, tribal and other public agencies.

Collectively, CPC's participating agencies purchase, on average, over \$75 million annually through its contracted vendors.

LCSC provides the administrative functions of CPC. Administrative functions include but are not limited to: bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

## II. Solicitation Procedures

### A. Vendor Qualifications

All proposals must contain answers, responses and/or documentation to the information requested. A Vendor failing to provide the required information/documentation will be considered non-responsive.

Vendors must demonstrate their ability, capacity, and available resources to provide the requested products and/or services to participating agencies. Vendors are required to communicate and demonstrate within their response that they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services, or software offered. CPC reserves the right to accept or reject any Vendor failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its own investigation of the company.

### B. RFP Timeline:

Date/Time	Event
October 3, 2022	Publication of RFP #23.3
October 18, 2022, at 10:00 a.m. CT	Non-Required Conference Call
<b>October 21, 2022, at 10:00 a.m. CT</b>	<b>Deadline for Vendors to Submit Questions</b>
<b>November 1, 2022, at 10:00 a.m. CT</b>	<b>Deadline for Submission</b>
November 28, 2022	Contact Vendor/Award(s) Made
January 1, 2023	Initial Start of Contract Term

### C. Non-Required Conference Call:

A web conference will be held allowing Vendors to ask questions, concerns and/or issues they may have relating to the solicitation. The conference call will not be recorded. To attend the conference call, visit:

<https://us02web.zoom.us/j/82685401128?pwd=UklMcHFrVFNndnlXNUxiZnJsL21SQT09>

1. **Dial-in Number:** +1 312 626 6799 US (Chicago)
2. **Meeting ID:** 826 8540 1128
3. **Password:** PNZx49

#### **D. RFP Submission**

**Public Purchase:** All solicitations can be found on a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides Vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit a response to the solicitation. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process.

**Submission of Proposals:** It is the responsibility of the Vendor to be certain that the proposal being submitted has been uploaded to Public Purchase by the submission deadline, as described in the solicitation. All proposals will be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the submission deadline, the Public Purchase system will not accept the proposal. If any issues occur during the upload of the proposal, Vendors should contact Public Purchase at [support@publicpurchase.com](mailto:support@publicpurchase.com) or utilize the chat function within Public Purchase for immediate technical support. The data included in the submission will not be password protected. Hardcopy proposals are invalid and will not receive consideration.

#### **E. RFP Particulars**

**Correction of RFP Documents:** Upon examination of the solicitation, Vendors shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, no later than seven (7) business days prior to the solicitation submission deadline. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum.

**Addenda:** Addenda are written instruments issued by CPC which modify or interpret the solicitation documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically through Public Purchase; being logged and tracked within the system. If such confirmation is not received, the Vendor may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and Vendors shall not rely upon such interpretations, corrections, and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the submission deadline, except an addendum withdrawing the proposal or one which includes postponement of the submission deadline.

**Interpretations:** Requests for additional information or questions in regard to the solicitation will be submitted through Public Purchase. CPC will respond accordingly through Public Purchase to all questions submitted by the question deadline and/or by issuing an addendum.

**Modifications or Withdrawal of a Proposal:** A proposal may not be modified, withdrawn or canceled by the Vendor for a period of one hundred twenty (120) days following the submission deadline of the proposal, as each Vendor so agrees in submitting a proposal. Prior to the submission deadline, any proposal submitted may be modified or withdrawn within Public Purchase. Withdrawn proposals may be resubmitted within Public Purchase prior to the submission deadline provided that they are in full conformance with this solicitation.

**Opening of Proposals (Opening Record):** Proposals that have been submitted on time will be opened after the submission deadline. An opening record of the proposals received will be made available.

## F. Solicitation Evaluation

No single factor will determine the final award decision. Proposals will be evaluated using a multi-step consensus process:

1. The Evaluation Committee evaluates the Technical Approach first. Criteria outlined under Technical Approach (Figure F.1) is used to determine a 'qualified proposal'. Qualified proposals will move into pricing proposal evaluation.
2. The Evaluation Committee will evaluate pricing proposals to determine if the proposed pricing is competitive amongst qualified vendors and pricing found within the industry. A market basket evaluation process may be utilized to compare pricing amongst qualified respondents.
3. Proposals will be scored by the evaluation committee resulting in a singular consensus score.
4. At the sole discretion of CPC and the Evaluation Committee, vendors may be invited to make a presentation. If requested, this presentation will be mandatory to continue in the evaluation process.

As a part of the process of determining responsible respondents, CPC may request reports that describe the financial soundness of your organization. You may be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

**Figure F.1**

		[Vendor X]
Criteria	Possible Points	Average Points Awarded
<b>Technical Approach</b> <ul style="list-style-type: none"> <li>• Company Information</li> <li>• Qualifications &amp; Experience</li> <li>• Marketing &amp; Partnership</li> <li>• Financials &amp; Level of Support</li> <li>• Industry Specific Information</li> <li>• References</li> </ul>	<b>45</b>	
<b>Pricing</b> <ul style="list-style-type: none"> <li>• Service Territory</li> <li>• Security Cameras and Detection</li> <li>• Support Services/Installation</li> <li>• Volume Discounts</li> <li>• Market Basket Comparison</li> <li>• Industry Competitiveness</li> </ul>	<b>55</b>	
<b>Total Score</b>	<b>100</b>	

### **Best and Final Offer (BAFO):**

CPC may request a BAFO if additional information or modified terms are necessary for the evaluation committee to complete its evaluation and ranking. CPC will set a date and time for the submission of BAFO proposals. The BAFO will be limited to specific sections of the RFP or proposal identified by CPC. A BAFO will not be used solely to reduce pricing. If a BAFO is requested, all short-listed Vendors or, if the short-list process is not used, all qualified Vendors will be provided an opportunity to submit a modified response. Only one BAFO request will be issued by CPC. The information received from the BAFO will be used by the evaluation committee to re-rank the Vendors. If a Vendor does not submit a BAFO proposal or a notice of withdrawal, the Vendor's previous proposal is considered the Vendor's BAFO. CPC reserves the right to proceed directly to negotiations with the highest ranked proposers immediately following the initial submission and evaluation of proposals.

**Rejection of Any or All Proposals:** CPC reserves the right to award the entire contract to one (1) Vendor, to award multiple contracts, to award contracts by state or service territory, or to reject any or all proposals.

## **G. Contract Award**

**Binding Contract:** A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, the scope of work, and specifications contained in the solicitation. The Vendor acknowledges that the Contract Offer and Award binds the party to all terms and conditions stated in the proposal.

**Notification of Intent to Award:** An award notification will be made by November 28, 2022. The actual award is subject to approval by the CPC Board of Directors and the successful negotiation of a mutually acceptable Master Contract Agreement.

**Contract Term:** The term of the contract resulting from this RFP will be from January 1, 2023, through December 31, 2024. There will be an optional renewal for an additional two-year term. CPC may grant an extension under certain criteria and conditions. CPC evaluates and reviews all contract agreements. CPC has established a set of performance criteria that will be used in the Vendor evaluation. Performance criteria will include:

1. Contract start-up and communication
2. Partnership responsiveness with CPC
3. Participating agencies evaluation(s)
4. Volume, sales, and competitiveness
5. Marketing

**Administrative Fee:** The Vendor will be required to pay a two (2.0%) percent administrative fee on the total sales price of all purchases shipped and billed to participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the solicitation, continuing support of the contract, and marketing the contract to participating and potential agencies. Administrative fees shall be paid to CPC quarterly, within 20 business days after the end of each fiscal quarter.

Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to CPC for completion. ACH remittance notification must be sent to the individual indicated on the ACH enrollment/authorization form prior to ACH payment.

**Sales Reports Required of the Vendor:** The Vendor will provide CPC with a quarterly report listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within the said quarter, the administrative fee calculations, and the correlating savings incurred by participating agencies. CPC may also request reports on commonly purchased items or top-selling items to create or update a market basket or core list of commonly purchased items. All reports will be submitted in MS Excel within 20 business days after the end of each fiscal quarter, (see Appendix A) listing the following information:

1. Name of purchasing agency
2. Address of purchasing agency (city, state, zip code)
3. Date of purchase
4. Invoice number
5. Amount of purchase
6. Administrative fee generated by the sale
7. Savings generated by the sale

**Certificate of Insurance:** The Vendor must purchase, maintain and provide certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to,

comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor must provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. COIs must be updated and sent electronically to CPC upon coverage renewal. The Vendor must meet the following, minimum coverage requirements:

1. Commercial General Liability: \$1,000,000 each occurrence, \$500,000 annual aggregate
2. Automobile Liability: \$1,000,000 each occurrence
3. Workers Compensation: \$100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. The Vendor must provide the COI with their submission.

**Contract Development:** Following the final evaluations and contract negotiations, CPC will develop a Master Contract Agreement with the most highly qualified Vendor(s). If a satisfactory contract cannot be developed with the most highly qualified Vendor(s) the second most qualified Vendor(s) may then be approached to develop a contract.

**Solicitation Debriefing:** An unsuccessful Vendor may request a debriefing to be scheduled with CPC after the solicitation process has been completed and a Master Contract Agreement with the awarded Vendor(s) has been executed. A debriefing is a learning opportunity for the unsuccessful Vendor to learn about the solicitation process and what measures of their response could be improved. Vendors will not be debriefed on how their response compared to other responding Vendors.

**Audit Packet:** Public inspection of the solicitation process will be made available during normal business hours in the RFP Facilitator's office (Fergus Falls, MN). Those requesting a printed, hard copy of the solicitation process will need to pay a twenty-five (\$25.00) service fee.

### III. Technical Specifications

- A. **Scope of Work:** CPC is requesting proposals from qualified vendors equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. Participating agencies want the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. Storage, equipment, hardware, and installation services are also requested for a complete turn-key solution. A qualified Vendor shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. Proposed solutions may include, but not limited to, the following categories:

1. Digital IP/network-based security cameras.
2. Intrusion and Concealed Weapon Detection (CWD) solutions.
3. Door access control solutions.
4. Installation and maintenance services.

**Objective:** Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates a Vendor from responding to multiple quotes and proposals from agencies allowing for the reduction in administrative and

overhead costs through CPC's purchasing procedures. CPC will work closely with the Vendor to market the contract not only to participating agencies but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the Vendor.

CPC intends to award this solicitation to one or more Vendors based on the manufactures, proposed service area, and services offered that can be of benefit to participating agencies. Manufacturers may respond directly and will be required to identify regional suppliers to execute the contract if pricing is consistent in the tri-state area and designated suppliers adhere to the terms outlined in this solicitation.

CPC encourages providers of all manufacturers/brands to submit a proposal, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies;
2. Warranty protection;
3. Training and support, when applicable;
4. Installation, when applicable;
5. Guaranteed pricing discounts, held firm for the duration of the contract term.

Vendors who meet any or all of the mentioned above must complete the required documents in their indicated format to be considered a responsive and responsible Vendor.

**B. Quantity History:** The contract(s) resulting from this solicitation will be Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). Historically, from July 2019 through June 2022, CPC participating agencies have purchased just under \$5.2 million in security and door access solutions. The majority of sales resulted from Minnesota based agencies; growth in both North Dakota and South Dakota is projected for this category. All quantities or dollar values listed within this solicitation are estimates.

Numerous factors could cause the actual value of the contract(s) resulting from this solicitation to vary substantially from the historical value. Such factors include, but are not limited to, the following:

1. There is no guarantee of volume to be purchased, nor is there any guarantee that demand will continue in any manner consistent with previous purchases; and
2. The individual value of each contract is indeterminate and will depend upon actual participating agency demand, and actual quantities ordered during the contract period.

In CPC's experience, depending on the price of a particular item, the actual volume of purchases could be substantially in excess of, or substantially below, estimated volumes. Specifically, if actual contract pricing is lower than anticipated or historical pricing, actual quantities purchased could be substantially greater than the estimates; conversely, if actual contract pricing is higher than anticipated or historical pricing, actual quantities purchased could be substantially lower than the estimates. By submitting a response, the Vendor acknowledges the foregoing and agrees that actual good faith purchasing volumes during the term of the resulting contract(s) could vary substantially from the estimates/historical values provided in this solicitation.

With CPC's intent to market the contract to participating and potential agencies and to possibly position the contract within the Express online marketplace, when applicable, it is CPC's belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

### **C. Category Terms and Conditions:**

An attempt has been made to standardize the language used in this solicitation. The words “must”, “shall”, “mandatory” and the phrase “it is required” are used in connection with a mandatory specification. The words “should” and “may” are used in connection with a specification that is desirable.

#### **General:**

1. The Vendor must have access to a full inventory of the proposed product line(s) while maintaining a minimum monthly average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level.
2. The Vendor must provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.

#### **Equipment and Supplies:**

1. When providing IP/network-based security systems and solutions; proposed solutions must include features such as:
  - a. On/off recording capabilities;
  - b. Sound integration and sound recording capabilities;
  - c. Ability to integrate with previously purchased security system products or solutions;
  - d. Offsite viewing capabilities (i.e., mobile device);
  - e. Mobile or wireless panic button(s);
  - f. Door locking system controlled by the agency;
  - g. Intrusion detection and alerting functionality.
2. When providing Concealed Weapons Detection (CWD) solutions; proposed solutions must include features such as:
  - a. Seamless, quick, and fast screening/scanning of people for threatening objects;
  - b. Alarm and alerting functionality when threats are marked;
  - c. Ability to integrate with security solutions (i.e., cameras) for facial recognition and tracking;
3. When providing door access control systems; proposed solutions must include features such as:
  - a. Physical access and logical access controls;
  - b. Data transfer via card, fob, fingerprint, photo ID, or PIN;
  - c. Independent locks, proximity readers, and biometric systems;
  - d. Tracking, recording, and monitoring of building access points;
  - e. Single door setups (two-in-one) or multi door setup;
  - f. Necessary cabling and control panels for a complete project.
4. All systems and solutions proposed shall provide participating agencies the ability to buy stand-alone product(s), product and installation services, or installation as a stand-alone service.
5. All equipment, supplies, parts, and all related accessories that can be purchased must be new and actively marketed products by the manufacturer’s authorized dealers.
6. An electronic online catalog for order entry should be provided for use by and suitable for participating agencies’ needs. The online catalog should note product discounts and, if applicable, the differing discounts for catalog categories awarded.

#### **Pricing:**

1. The Vendor must provide a discount price schedule for all categories of products available, and labor/services offered in this solicitation.
2. Contract discount percentages must be held firm during the initial contract period. Additional discounts may be made to accommodate one-time bulk replacements, special promotions, or large individual projects. The Vendor cannot offer additional discounts and percentages to a

- participating agency beyond a single large project until following the steps outlined below and receiving approval by CPC. CPC may conduct periodic audits and the Vendor will be responsible for full reimbursement for any overcharge to a participating agency.
3. The current price list from manufacturers must be submitted with the Vendor's proposal. Price lists will be used for evaluation purposes prior to contract award. Due to current supply-chain issues impacting this category, price lists will be considered fluid and can adjust per manufacturer requirements once an Agreement has been finalized. The contract discount percentages will apply to all list price items as manufacturers release and update price lists.
    - a. Price lists held for a specific period of time will be considered a value-add. If a Vendor is able to hold pricing, their proposal must clearly define the period of time for which the price list will hold firm.
    - b. Price lists that are held for a period of time, revisions and documentation must be communicated to CPC fifteen (15) calendar days prior to its effective date.
  4. New products and services, pertaining to the scope of this solicitation, can be added during the contract term with notice, as outlined below, to CPC. These items shall meet or exceed all the specifications established in the solicitation and resulting contract. CPC may direct the Vendor to remove products that do not meet the intent or are otherwise in conflict with the contract requirements.
  5. CPC may accept a future claim from the Vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established by applying the same pricing method used by the Vendor in their submission. The Vendor must be able to verify the pricing calculation.
  6. CPC expects Vendors to offer their very best prices. If a Vendor offers lower prices to any participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.

**Ordering Methods:**

1. Participating agencies may use two (2) different methods of placing orders from the resulting contract: Purchase Orders (PO's) and procurement cards. The method of payment is at the discretion of the participating agency. Additional surcharges for the use of a procurement card must be clearly outlined (see Vendor Questionnaire).
2. A PO may be issued to the Vendor on behalf of the participating agency ordering the services covered under the resulting contract. An issued PO will become part of the resulting contract. The PO indicated that sufficient funds have been obligated toward the purchase.
3. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
4. Performance under this contract is not to begin until receipt of a PO, procurement card order, or other notification to proceed by the participating agencies to proceed.

**Freight and Delivery:**

1. Include freight in all proposed pricing.
2. Invoice and ship all items directly to CPC's participating agencies. A packing slip will be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. Participating agencies shall be notified of an anticipated availability date, within three (3) business days of receipt of order.
3. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the Vendor.

**Performance Bond (for construction and/or installation related projects):**

1. Performance bonds will be required on all projects valued at fifty-thousand dollars (\$50,000) or more in Minnesota and North Dakota and, twenty-five thousand dollars (\$25,000) or more

- in South Dakota. All performance bonds will be issued by a corporate surety authorized to do business in the state in which the work will be conducted and by a surety listed in the US Treasury Circular 570. Performance bonds will be posted by the Vendor and submitted to the specific participating agency for the assigned project. Should the contract be the result of a piggyback agreement, performance bonds will reflect each state's bonding requirements.
2. The Vendor will execute a performance bond in an amount equal to one hundred percent (100%) of the value specified in the contract between the participating agency and the Vendor unless the participating agency requires less to be posted. This bond will protect all persons supplying labor and material to the Vendor for the performance of the work provided in the contract. Subcontractors who may work on the contract may have to provide the Vendor with a performance bond. If the contract price increases after the bond is provided, the participating agency may consider obtaining additional bonds from the Vendor.
  3. The Vendor will deliver the performance bond to the eligible participating agency at the time the contract is executed between the agency and the Vendor. Work will not commence between the Vendor and the eligible participating agency until the performance bond is received by the participating agency and a copy has been sent to CPC via email (info@purchasingconnection.org). The Vendor will be responsible for providing CPC with a copy of all contracts and bonds in accordance with CPC purchasing procedures. Should the Vendor fail to satisfactorily perform the contract, the bonding company that provided the performance bond will be required to pay the dollar amount of the bond to the participating agency.
  4. It is the Vendor's responsibility to ensure that they can obtain the required bonding for all construction products based on an awarded contract arising from this solicitation. Payment will not be issued for any project for which the required bonds have not been received.
  5. With said construction-based project, the participating agency may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this solicitation and resulting Master Contract Agreement (i.e., project timeline, completion dates, progress payments, delivery requirements, invoice requirements, etc.). Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Vendor and the participating agency. CPC, its agents, members, and employees shall not be a party to any claim for breach of such agreement.

#### **Design Layout and/or Installation Services:**

1. For projects requesting product and installation services, the Vendor (i.e., engineer) must conduct an on-site visit to assess the site location(s), installation areas, to deliver a project quote containing the best suitable products to be efficient and cognizant of public dollars. Assessment/design costs will be by hourly rate.
2. Pricing for design layout and/or installation will be by hourly. The Vendor must outline all service charges for design and installation. If the Vendor charges for installation by a method other than hourly rates, a complete explanation, and breakdown of how charges are calculated must be included with the submission.
3. Labor. All State [Minnesota] funded or partially State funded work against the resulting contract is subject to prevailing wage requirements pursuant to Minnesota Statutes 177.41 to 177.44 and corresponding Minnesota Rule 5200.1000 to 5200.1120 as established by the Minnesota Department of Labor and Industry. Specifically, all Vendors and all tiers of subcontractors must pay all laborers and mechanics the established prevailing wages for work performed under the resulting contract.
4. Prevailing Wage/Davis Bacon [State & Federal Funds]. The Vendor's hourly price shall include, but is not limited to, wage requirements, equipment and tools normally associated with the removal and installation of goods and services. Due to wage rate requirements for State and Federal funded projects, the costs associated with labor may increase from contracted pricing.

5. The Vendor and its approved subcontractors will maintain in current status, all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in response to this solicitation. This also includes any contractor's licensure as required by state law. The Vendor must have the ability to furnish the required labor, materials, equipment, parts and supplies necessary for the services requested.
  - a. A copy of a valid contractor's license (low voltage, power limited) must be submitted to CPC as it pertains to the tri-state area and the Vendor's proposed service area. Submit licensure as Exhibit B – State(s) Contractor's License.
6. The Vendor will possess the ability to assess and determine existing site conditions and the participating agencies' expectations for the products being purchased.
7. Installation times will be coordinated with the purchasing agency. All areas will be kept clean and free of debris. Vendors must be able to provide the purchasing agency with a list of responsibilities for installation, a minimum of five (5) business days prior to the start of installation.
8. All personnel that are working in participating agencies must be bonded and insured and follow any and all participating agencies' requirements for contractors and subcontractors.
9. Subcontractors.
  - a. The Vendor will not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the Subcontractor Utilization Form.
  - b. If a subcontractor is removed from the contract agreement at any time, the Vendor will submit to CPC in writing, the reason for removal and effective date.
  - c. To add a subcontractor to the contract agreement, the Vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
  - d. The Vendor will be responsible for ensuring that all subcontractors who provide goods or services under the resulting contract agreement comply with the terms and conditions.
  - e. CPC reserves the right to require that a subcontractor be removed from the contract.
  - f. Any damage done to the participating agencies' property by contractors or subcontractors shall be repaired or replaced at no cost to the participating agency.
10. All services will be 100% guaranteed. Any service provided, which does not meet the end-users' expectations will either be redone until the end-users' expectations are met, or the charges for the services are refunded to the participating agency.

**Maintenance Plans:**

1. The Vendor may offer pricing for maintenance for all equipment listed under the solicitation and include it in pricing proposals to participating agencies if requested.
2. The Vendor providing maintenance and repair options must provide and clearly state, pricing and terms of the various plans in their submission.

**Advertising and Marketing:**

1. The Vendor will provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies.
2. The Vendor will be able to assist in developing marketing materials that support the contract.
3. The Vendor will provide a comprehensive training and support program on the operation and use of the contract agreement to all applicable personnel. Services offered must be appropriate and adequate to ensure a successful contract agreement.
4. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.



## Appendix B: New Vendor Implementation Checklist – Sample

The following implementation checklist will commence once the Master Contract Agreement has been executed. Implementation and contract start-up is included as part of the evaluations that CPC conducts in regard to renewing a contract for an additional contract term.

Task Description	Target Completion	Completed By
<b>1. CPC Vendor Orientation</b> Discuss expectations Establish contacts, people, and roles Discuss the reporting process and requirements Discuss sales and ordering process Outline kick-off plan; marketing needs Establish Webinar training date, if applicable	One Week	CPC & Vendor
<b>2. Vendor/Supplier Login Established – Express (if applicable)</b> Complete supplier initiation form Complete supplier product template Create a user account and user ID – communicate to supplier	One Week	Vendor
<b>3. Sales Training and Roll Out</b> CP Personnel Briefing; possible webinar training Marketing information sent to CPC	Two Weeks	CPC to Coordinate Vendor
<b>4. Web Development/Express Store (if applicable)</b> Initiate IT contact Web store construction Web store final edit Product loaded into web store in Express Test Store Functionality Announce Store Availability	Two Weeks Three Weeks Four Weeks Four Weeks Five Weeks Five Weeks	Vendor
<b>5. Marketing</b> General announcement Vendor profile page Email signature logo Email communication announcement <i>*All materials will be approved by Vendor prior to disbursement</i>	Three Weeks	CPC
<b>6. Marketing – Vendor</b> General announcement Sales/Account team training; contract highlights including pricing schedule  <i>*All materials will be approved by CPC prior to disbursement</i>	Four Weeks	Vendor
<b>7. Management Strategies</b> Review kickoff and roll-out plan Discuss and establish target communication strategy	Eight Weeks	CPC & Vendor
<b>8. Semi-Annual Evaluation and/or Annual Evaluation</b>	6 months or 11 months	CPC

## General Terms & Conditions

Note, the Cooperative Purchasing Connection (CPC) may, from time to time, make amendments to the General Terms and Conditions when CPC determines that such amendments are in the best interest of its participants. Copies of the Terms and Conditions shall be provided to any individual or vendor. When responding to a solicitation, Vendors must certify that they have read the General Terms and Conditions and understand that they apply to all purchases of the resulting contract.

**Assignment:** Any contract awarded under the conditions of this solicitation shall be for the use of organizations eligible for participation in the CPC consortium. Any eligible agency may participate (piggyback) with this contract at its discretion, with the consent of the Vendor. The Vendor must seek approval from CPC before utilizing the contract with another eligible agency. CPC has partnerships with consortiums across the United States. CPC will work with the Vendor to make such connections should the Vendor want to piggyback the contract as a vehicle for additional sales. All requirements of this solicitation will apply to all participating eligible agencies. Agencies participating in this contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold CPC harmless from any disputes, disagreements, or actions which may arise as a result of using this contract.

**Amendments:** This solicitation and the resulting contract shall not be deemed or construed to be modified, amended, rescinded, canceled or waived, in whole or in part, other than by written amendment signed by the Parties hereto.

**Audit:** Under applicable law, the Vendor will agree that members of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will ask participating agencies for invoices showing purchases from the Vendor. The Vendor will agree to provide verifiable documentation of all purchases made by said agencies and will make every reasonable effort to fairly and equitably resolve discrepancies to the satisfaction of both CPC and the Vendor. CPC will require refunding of the agencies involved if any difference in price is found and will also require payment of any administrative fees due as a result of sales that were not listed on the sales report(s). CPC will give at least five (5) calendar days' notice of an audit. The audit will be conducted at a reasonable place and time.

**Awarded Vendor:** The company or companies chosen by CPC to provide goods and/or services to CPC participating agencies through the solicitation process.

**Awards:** Awards will be made with reasonable promptness and by written notice to the successful Vendor; solicitation responses are considered to be irrevocable for a period of one hundred twenty (120) days following the solicitation opening unless expressly provided for to the contrary in the solicitation, and may not be withdrawn during this period without the express permission of CPC.

1. Awards shall be made to the Vendor whose offer(s) constitutes the lowest responsive price offer (or lowest responsive price offer on an evaluated basis) for the item(s) in question or the solicitation as a whole, at the option of CPC. CPC reserves the right to determine those offers which are responsive to the solicitation, or which otherwise serve its members' best interests.
2. CPC reserves the right, before making an award, to initiate investigations as to whether or not the materials, equipment, supplies, qualifications or facilities offered by the Vendor meet the requirements outlined in the proposal and specification, and are ample and sufficient to ensure the proper performance of the contract in the event of an award. If upon such examination it is found that the conditions of the proposal are not complied with or that articles or equipment proposed to be furnished do not meet the requirements called for, or that the qualifications or facilities are not satisfactory, CPC may reject such offer. It is distinctly

understood, however, that nothing in the foregoing shall mean or imply that it is obligatory upon CPC to make any examinations before awarding a contract; and it is further understood that if such examination is made, it in no way relieves the Vendor from fulfilling all requirements and conditions of the contract.

3. Qualified or conditional offers which impose limitations of the Vendor's liability or modify the requirements of the solicitation, offers for alternate specifications, or which are made subject to different terms and conditions than those specified by CPC may, at the option of the CPC, be:
  - a. Rejected as being non-responsive, or
  - b. Set aside in favor of the CPC's terms and conditions (with the consent of the respondent), or
  - c. Accepted, where CPC determines that such acceptance best serves the interests of participating agencies and CPC.

Acceptance or rejection of alternate or counter-offers by CPC shall not constitute a precedent that shall be considered to be binding on successive solicitations or procurements.

4. CPC reserves the right to determine the responsibility of any Vendor for a particular procurement.
5. CPC reserves the right to reject any responses in whole or in part, to waive technical defects, irregularities, and omissions, and to give consideration to past performance of the offeror wherein its judgment the best interests of participating agencies will be served by so doing.
6. CPC reserves the right to make awards by items, group of items or on the total low response for all the items specified as indicated in the detailed specification unless the Vendor specifically indicates otherwise in their response.
7. Preference may be given to responses on products raised or manufactured in the state, other things being equal.

**Byrd Anti-Lobbying Amendment:** If a project, as a result of this solicitation, is in excess of \$100,000, the Vendor certifies that it will not, and has not, used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of an agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. 1352. The Vendor will also disclose any lobbying with non-federal funds that takes place in connection with obtaining any Federal award. The Vendor will ensure compliance herewith by Seller's subcontractors.

**Collusion:** For the goods, services or public work specified under this solicitation, Vendor confirms that the offeror has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive solicitation in connection with the above proposal, and that all statements contained within the offer are true and correct. Collusion between Vendors is a cause for rejection of those respondents involved.

**Confidential Information:** CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the Vendor submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the vendor submitting the proposal to be trade secret data must be marked "proprietary and confidential." Should a challenge occur to said Vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any vendor regarding their designation of data as "proprietary and confidential." CPC designates the sales reports and administrative fee data, references in this solicitation, as confidential. Therefore, under no circumstances, release this data to any entity other than CPC. CPC, however, is a government entity, is required to, upon request of any individual organization; make this information available to the person(s) requesting to contact the CPC department.

**Costs of Preparation:** All costs associated with the preparation, development, or submission of a response or other offers will be borne by the Vendor. CPC will not reimburse any Vendor for such costs.

**Debarment and Suspension:** If within the past five (5) years, any Vendors that have been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state, or local government, the Vendor must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the debarment or suspension, the duration of the debarment or suspension, and the relevant circumstances relating to the debarment or suspension. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract.

**Default Contract:** The resulting contract shall be the default contract. All participating agencies' purchases will receive the pricing described in this contract and CPC will receive credit for those purchases made by participating agencies.

**Defects:** All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end-user's expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives the product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

**Delivery:** Delivery must be made as ordered and in accordance with the solicitation. If delivery qualifications do not appear on the Vendor's proposal, it will be interpreted to mean that goods are in stock and that shipment will be made within five (5) calendar days. The decision of CPC, as to reasonable compliance with the delivery terms, shall be final. The burden of proof of delay in receipt of an order shall rest with the Vendor. No delivery charges shall be added to invoices except when authorized on the Purchase Order. All prices submitted are to be F.O.B. Destination, Freight Pre-Paid, and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.

**Express Online Marketplace:** CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies can search for and purchase items. Essentially, Express is a one-stop-shop for many of CPC's commodity-based contracts. A Vendor does not have to have an e-commerce site to be included in Express. Express offers integration into two (2) of the main K-12 school financial systems in Minnesota. CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. CPC will work with the Vendor to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express promptly as outlined in the solicitation.

**Entire Agreement:** The Master Contract Agreement, shall constitute the entire and exclusive agreement between CPC and any vendor receiving an award. In the event of any conflict between the bidder's standard terms of sale, these conditions or more specific provisions contained in the solicitation shall govern.

1. Each proposal will be received with the understanding that the acceptance, in writing, by contract or purchase order by the participating agency of the offer to do work or to furnish any or all the materials, equipment, supplies or services described therein shall constitute a contract between the Vendor and the participating agency. This shall bind the Vendor to furnish and deliver at the prices following the conditions of the said accepted proposal and detailed specifications and the participating agency to pay for at the agreed prices, all materials, equipment, supplies or services specified and delivered. A contract shall be deemed executory only to the extent of funds available for payment of the amounts shown on purchase orders issued by the participating agency to the Vendor.
2. No alterations or variations of the terms of the contract shall be valid or binding unless submitted in writing and accepted by CPC. All orders and changes thereof must originate from the participating agencies: no oral agreement or arrangement made by a contractor with an agency or employee will be considered to be binding on CPC and may be disregarded.

3. Contracts will remain in force for the contract period specified or until all articles or services ordered before date of termination shall have been satisfactorily delivered or rendered and accepted and thereafter until all terms and conditions have been met, unless
  - a. Terminated prior to the expiration date by satisfactory delivery against orders of entire quantities, or
  - b. Extended upon written authorization of CPC and accepted by the Vendor, to permit ordering of the unordered balances or additional quantities at the contract price following the contract terms, or
  - c. Canceled by CPC following other provisions stated herein.
4. It is mutually understood and agreed that the vendor shall not assign, transfer, convey, sublet or otherwise dispose of this contract or his right, title or interest therein, or his power to execute such contract, to any other person, company or corporation, without the previous consent, in writing, of CPC.
5. If subsequent to the submission of an offer or issuance of a purchase order or execution of a contract, the Vendor shall merge with or be acquired by another entity, the contract may be terminated, except as a corporate resolution prepared by the Vendor and the new entity ratifying acceptance of the original bid or contract terms, condition, and pricing is submitted to CPC, and expressly accepted.

**Federal Requirements:** The Vendor agrees, when working on any federally-assisted project with more than \$2,000.00 in labor costs for the construction, alteration, and/or repair, including painting and decorating, or a public building or public work, to comply with the Contract Work Hours and Safety Standards Act (40 USC) 3701 et seq.) and all applicable sections of the act and the Department of Labor’s supplemental regulations (29 CFR Parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (40 USC 3141), the Copeland “Anti-Kickback” Act (40 USC 3145 and USC 874) as supplemented in the Department of Labor regulation (29 CFR Part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor Regulations (41 CFR Part 60)).

In such projects, the Vendor agrees to post wage rates at the worksite and submit a copy of their payroll to the participating agency for their files. To comply with the Copeland Act, the Vendor must submit weekly payroll records to the participating agency. The Vendor must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to participating agencies that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the Vendor. In projects that are not federally funded, the Vendor must agree to meet any federal, state, or local requirements as necessary. In compliance with the federal regulations increases the contract costs beyond the agreed-on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this solicitation. The Vendor shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.), and Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

**Federal Uniform Guidance:** By entering into a contract, the Vendor agrees to comply with all applicable provisions of Title 2, Subtitle A, Chapter II, Part 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards contained in Title 2 C.F.R. § 200 et. seq.

**Fiscal Year:** a fiscal year is defined as July 1 through June 30 of the following calendar year. The fiscal quarters end on September 30, December 31, March 31, and June 30.

**Force Majeure:** Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party’s performance of this contract is prevented because of force majeure. The term “force majeure” means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public

enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by a government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance under this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

**Governing Law:** This resulting contract award shall be interpreted and construed in accordance with and governed by the laws of the State of Minnesota.

**Governing Venue:** The resulting contract award shall be deemed to have been made and performed in Otter Tail County, Minnesota. All legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Otter Tail County, Minnesota.

**Hold Harmless:** All parties agree to hold the other harmless from any claims and demands of participating agencies which may result from the negligence of the other in connection with their duties and responsibilities under this agreement unless such action is a result of intentional wrongdoing of the other party.

**Leasing and Rental Agreements:** The Vendor may allow participating agencies to enter into a rental, lease, or lease-purchase agreements, providing such agreements comply with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Vendor and the participating agency. The Vendor agrees that leases will comply with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications. The Vendor should attempt to work with CPC's current leasing vendor. Note, the current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the Vendor be required to utilize their own financial leasing company, this should be noted/requested as an exception.

**Marketing and Promotion:** Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its websites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings regularly.

CPC may assist in the development of these materials if requested by the Vendor, but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC and NDESC websites. Any web page or link, or other marketing tools shall be dedicated to CPC information only.

**Minority and Women-Owned Business:** CPC intends to undertake every effort to increase the opportunity for utilization of minority and women-owned businesses in all aspects of procurement. In connection with the performance of this solicitation, the Vendor agrees to use their best effort to carry out this intent and ensure that minority and women-owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. CPC desires to promote wherever possible equitable opportunities for minority and women-owned businesses to participate in the services associated with this solicitation.

**New Agency Notification:** CPC will email the current participating agency list to the Vendor each quarter. Those agencies not renewing their participation must not receive CPC agency pricing/discounts.

**Non-Discrimination:** Any resulting contract for or on behalf of participating agencies, said Vendor agrees to:

1. That, in the hiring of common or skilled labor for the performance of any work under any contract, or any subcontract, no contractor, material supplier, or vendor, shall, by reason of race, creed, or color, discriminate against the person or persons who are citizens of the United States or resident aliens who are qualified and available to perform the work to which the employment relates;
2. That no contractor, material supplier, or vendor, shall, in any manner, discriminate against, or intimidate, or prevent the employment of any person or persons identified in clause (1) of this section, or on being hired, prevent, or conspire to prevent, the person or persons from the performance of work under any contract on account of race, creed, or color;
3. That a violation of this section is a misdemeanor; and
4. That this contract may be canceled or terminated by the state, county, city, town, school board, or any other person authorized to grant the contracts for employment, and all money due, or to become due under the contract, may be forfeited for a second or any subsequent violation of the terms or conditions of this contract.

**Notices:** Notices permitted or required to be given hereunder shall be deemed sufficient if given by registered or certified mail, postage prepaid, return receipt requested, addressed to the following addresses of the parties, or at such other addresses as the respective parties may designate by like notice from time to time. Notices so given shall be effective upon (a) receipt by the party to which notice is given, or (b) on the seventh (7<sup>th</sup>) day following the date such notice was posted, whichever occurs first.

**Ordering:** All orders will be executed by participating agencies, directly, with the Vendor. The Vendor will provide products and/or service(s) directly to the specified agency and invoice that agency directly. The Vendor may offer a variety of options for agencies to place orders. The Vendor will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.

**Patent Indemnification:** The Vendor agrees to hold harmless CPC, its successors, assigns, customers and the users of its products from any liability of any nature or kind for use of any copyrighted or copyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of the contract agreement, for which the contractor is not the patentee, assignee or licensee.

**Participating Agency:** A participating agency shall be defined in accordance with the Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, nonprofit organization, or other entity contracted to conduct business on behalf of a participating agency provided that the entity is required to follow state and local procurement regulations.

**Party:** The name given to either organization who enters into a contractual agreement.

**Payment:** The participating agency using the contract agreement will make payments directly to the Vendor. Payment terms will be defined by the Vendor in their response. Vendors are encouraged to offer payment terms through procurement card (P Card) services, if applicable. Payments shall be made after satisfactory performance, following all provisions thereof, and upon receipt of a properly completed invoice.

1. Where a question of quality is involved, payment in whole or part against which to chargeback any adjustment required shall be withheld at the direction of the participating agency. In the event a cash discount is stipulated, the withholding of payments, as herein described, will not deprive the participating agency of taking such a discount.

2. Payments for used portion of inferior delivery will be made by the participating agency on an adjusted price basis.

**Payment; Invoices:** The Vendor shall submit invoices to the participating agencies clearly stating “Per CPC Contract”. The shipment tracking number or pertinent information for verification shall be made available upon request.

**Prompt Payment:** Participating Agencies will follow M.S. §471.425 regarding prompt payment of local government bills.

**Protests:** All protests pertaining to the specifications of the solicitation must be delivered in writing and received by the RFP Facilitator no later than 4:00 p.m. CT on the third (3) business day before the opening of proposals. A protest shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Protests of an award will only be accepted by Vendors who have submitted a response to the solicitation. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed. Should such a protest reach arbitration and result in a loss, the Vendor will be borne to all costs, including CPC’s legal fees. Protests shall include the following:

1. Name, address and telephone number of protester;
2. Original signature of the protester or its representative;
3. Identification of the solicitation by RFP number;
4. A detailed statement of legal and factual grounds including copies of relevant documents; and the form of relief requested; and
5. Any protest review and action shall be considered final with no further formalities being considered.

**Qualified Respondent:** A Vendor that has submitted a proposal meeting the due date and time of the solicitation and has submitted all of the requested documents in their entirety in their required format(s).

**Recalls:** The Vendor shall notify CPC and their participating agencies immediately of any product recalls. The Vendor will issue a credit or comparable substitute for any delivered, recalled product at the agency’s discretion. All costs associated with voluntary and involuntary product recalls shall be borne by the Vendor.

**Relationship of Parties:** No contract agreement resulting from this solicitation shall be considered a contract of employment. The relationship between CPC and the Vendor is one of the independent contractors each free to exercise judgment and discretion concerning the conduct of their respective businesses. The parties do not intend the proposed contract agreement to create or is to be construed as creating a partnership, joint venture, master-servant, principal-agent, or any other relationship. Except as provided elsewhere in this solicitation, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation or otherwise in any manner whatsoever except as may be expressly provided herein.

**Respondent:** A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to this solicitation.

**Rights and Obligations Upon Termination:** Termination of the resulting contract award shall not release the party from the obligation to make payment of all amounts due and payable. Regardless of the cause, the Vendor must refrain from any activity which will create a negative relationship between participating agencies and CPC.

Notification of termination to participating agencies shall not be made by the Vendor unless written approval has been received from CPC or its designee. Said approval shall include, but not be limited to, the content of the notice, its structure and timing. This will remain in effect for 60 days post-termination. When failure is deemed by the other party to be the result of willful and wanton negligence, it may result in a civil action against the first party. The Vendor will continue to provide warranty and product support as specified in their proposed response to the solicitation or by the manufacturer, whichever is greater, on all services purchased by participating agencies during the contract term. Upon termination, any website references and/or email accounts, created by either the Vendor or CPC and designed to promote the contract agreement resulting from this solicitation shall be terminated within 48 hours of the termination.

**Risk of Loss:** Regardless of F.O.B., the Vendor agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur before delivery, and such loss or destruction shall not release the Vendor from any obligation hereunder.

**Safety Data Sheet (SDS):** Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance safely, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures. SDS documentation must accompany all deliveries when required by federal, state and local laws.

**Sales Representation and Marketing:** The Vendor agree(s) to provide identified sales/marketing representatives whom CPC can contact for sales and product information. The Vendor must exhibit the willingness and ability to actively market and develop contract specific marketing materials, including, but not limited to:

1. Printed marketing materials;
2. Contract announcements and advertisements; and
3. On the Vendor's website.

**Sales Tax:** Sales and other taxes shall not be included in the prices quoted. The Vendor will charge state and local sales and other taxes on items for which a valid tax exemption certification has not been provided. Each participating agency is responsible for verifying the tax-exempt status to the Vendor. When ordering, participating agencies must indicate that they are tax-exempt entities. Except as set forth herein, no party shall be responsible for taxes imposed on another party as a result of or arising from the transactions contemplated by a Vendor resulting from this solicitation.

**Severability:** If any of the terms of this solicitation conflict with any rule of law or statutory provision or otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms shall be deemed stricken from this agreement, but such invalidity or unenforceability shall not invalidate any of the other terms of this agreement, and this agreement shall continue in force, unless the invalidity or unenforceability of any such provisions hereof does substantial violence to, or where the invalid or unenforceable provisions compromise an integral part of or are otherwise inseparable from, the remainder of the resulting agreement.

**Substance Use and Conduct:** All Vendor partners and subcontractors must adhere to local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on a participating agencies' premises.

**Substitutions:** The materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the particular specification prohibits substitution, vendors are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the Vendor's letterhead attached to the pricing form. Vendors shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other

information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

**Termination:** CPC reserves the right to terminate this contract, without penalty or recourse, in whole or in part, whereas termination is in the best interest of the participating agencies. CPC will give notice of termination, specifying the extent to which performance shall be terminated and the date upon which such termination becomes effective, giving 30 business days' written notice. The Vendor, after receipt of "Notice of Termination," shall not accept any new orders after the termination date specified in the notice. Participating agencies will only be required to pay the Vendor for goods and services delivered before termination and not otherwise returned following the Vendor's return policy. If the participating agency has paid the Vendor for goods and services not yet provided as of the date of termination, the Vendor shall immediately refund such payment(s). Any termination shall not affect projects that are in progress or in receipt of a purchase order (PO) at the time the termination is received. The Vendor shall be entitled to received just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the termination. The Vendor will not be reimbursed for any anticipated profit. CPC reserves the right to cancel, or suspend the use thereof, any contract resulting from this solicitation upon any one of the following events with the Vendor:

1. Voluntary or involuntary bankruptcy or insolvency;
2. Failure to remedy a material breach to the terms and conditions of this solicitation;
3. Receipt of written information from any authorized agency finding activities the Vendor engaged in according to this solicitation to violate the law.

**Termination for Default:** If either Party is in default under this contract, it shall have an opportunity to cure the default within the time indicated, 10 business days, after it is given written notice of default to the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party shall have 10 business days to provide a satisfactory response. Failure on the part of the defaulting party to adequately address all issues of concern may result in contract termination. If the default is not cured within the time specified in the notice of default, the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement shall not constitute a waiver of any of the parties' rights hereunder. CPC reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Vendor, or if the Vendor fails to comply with any contract terms and conditions or fails to provide adequate assurances of future performance.

In the event of termination for cause, CPC and its participating agencies shall not be liable to the Vendor for any amount of supplies or services not accepted, and the Vendor shall be liable to CPC and its participating agencies for any and all rights and remedies provided by law. If it is determined that CPC improperly terminated this contract for default, such termination shall be deemed a termination for convenience. CPC will issue written notice to the Vendor for acting or failing to act in any of the following:

1. The Vendor provides material that does not meet the specifications of the contract;
2. The Vendor fails to adequately perform the services set forth in the specifications of the contract;
3. The Vendor fails to complete the work required or to furnish the materials required within a reasonable amount of time;
4. The Vendor fails to make progress in the performance of the contract and/or gives CPC reason to believe that the Vendor will not or cannot perform to the requirements of the contract;
5. The Vendor fails to observe any of the terms and conditions of the contract.

**Termination for Non-Appropriation:** Any individual participating agency's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the participating agency's governing board and/or it's State Legislature. Such termination will be affected by sending fifteen (15) days written notice to the Vendor. The

participating agency's decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Vendor and shall be final.

**Tri-State Area:** Defined as the three states participating in CPC (Minnesota, North Dakota and South Dakota) and their participating agencies.

**Value Added Attributes:** Attributes that a vendor can provide that assist in educating or providing additional service to CPC's participating agencies. This would include but is not limited to products/services, such as promotional items, participation in vendor shows, demonstration of products, training seminars, and the ability to integrate with CPC's Express online marketplace (if applicable).

**Vendor Orientation (CPC 101):** The Vendor and their participating resellers/sub-contractors will be required to participate in an online training session that is designed to educate the Vendor and resellers/sub-contractors on the purpose and nature of CPC. The Vendor will not be marketed to participating agencies until they have completed the vendor orientation session.

**Waiver:** No failure by either party to take any action or assert any right hereunder shall be deemed to be a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

Revised 10/2021

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**Vendor Questionnaire – Name of Company**".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

**The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":**

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

Name of Company: \_\_\_\_\_

Company Address: \_\_\_\_\_

City, State, Zip code: \_\_\_\_\_

Website: \_\_\_\_\_

Phone: \_\_\_\_\_

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
General Manager			
Contract Manager			
Sales Manager			
Marketing Manager			
Customer Service Manager			
Account Manager(s)			

List who will be responsible for receiving updated participation lists.

Name	Email	Phone

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone

Identify any business types/classifications that your company holds. **\*Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

**Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?**

**Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.**

Click or tap here to enter text.

## Qualifications & Experience

- 1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

Click or tap here to enter text.

- 2. Provide evidence of what your company is doing to remain viable in the security industry.**

Click or tap here to enter text.

- 3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

Click or tap here to enter text.

- 4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

Click or tap here to enter text.

- 5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

Click or tap here to enter text.

- 6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

Click or tap here to enter text.

## Marketing & Partnership

- 1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

Click or tap here to enter text.

- 2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A - Marketing Plan.**

Click or tap here to enter text.

- 3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

Click or tap here to enter text.

## Financials & Level of Support

- 1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.**

Click or tap here to enter text.

**2. Indicate the level of support your company will offer on this contract category.**

- Pricing is better than what is offered to individual educational agencies.
- Pricing is better than what is offered to cooperative educational agencies.
- Other, please describe

**If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:**  
Click or tap here to enter text.

**3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?**

- Yes*                       *No*

**If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.**  
Click or tap here to enter text.

**4. Has your company been disbarred and or suspended in doing business within the United States?**

- Yes*                       *No*

**If YES, list what states, the reason for debarment and/or suspension, and its effective dates.**  
Click or tap here to enter text.

## Industry-Specific Information

**1. List in the state(s), region, and or area that your company is proposing to support.**

Click or tap here to enter text.

**2. Provide a general narrative description of the products and services offered in your proposal.**

Click or tap here to enter text.

**3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)**

Click or tap here to enter text.

**4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.**

Click or tap here to enter text.

**5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.**

Click or tap here to enter text.

**6. Describe your delivery policy and lead time required from receipt of order to delivery.**

Click or tap here to enter text.

**7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

Click or tap here to enter text.

**8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.**

Click or tap here to enter text.

**9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.**

Click or tap here to enter text.

**10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.**

Click or tap here to enter text.

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

Click or tap here to enter text.

**12. Describe the integration features of and between your proposed security solutions.**

Click or tap here to enter text.

**13. Describe the "panic" button related solutions available with your proposal. Describe what events or messages are triggered from button activation in a threat situation.**

Click or tap here to enter text.

**14. Describe any limitations to the solutions and or system being proposed (i.e. maximum number of doors, max. number of people scanned, cameras allowed per system).**

Click or tap here to enter text.

**15. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

Click or tap here to enter text.

**16. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

Click or tap here to enter text.

**17. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

Click or tap here to enter text.

**18. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

Click or tap here to enter text.

**19. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

Click or tap here to enter text.

**20. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

Click or tap here to enter text.

**21. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

Click or tap here to enter text.

**22. Describe in detail your proposed exchange and return program(s) and policy(s).**

Click or tap here to enter text.

**23. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any "value-adds" that are exclusive to CPC and the potential resulting contract.**

Click or tap here to enter text.

**24. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

Click or tap here to enter text.

## Exceptions & Deviations

**1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

Click or tap here to enter text.

**2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.**

**Respondents must include the following when requesting exceptions:**

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

Click or tap here to enter text.

## References

**Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.**

**Reference #1 – Company Name**

**Service/Product Purchased**

**Year of Purchase**

**Reference Contact**

**Phone**

**Email**

Click or tap here to enter text.

**Reference #2 – Company Name**

**Service/Product Purchased**

**Year of Purchase**

**Reference Contact**

**Phone**

**Email**

Click or tap here to enter text.

**Reference #3 – Company Name**  
**Service/Purchase Purchased**  
**Year of Purchase**  
**Reference Contact**  
**Phone**  
**Email**

Click or tap here to enter text.  
Click or tap here to enter text.

# Pricing Schedule Intro

**\*Please note this workbook has multiple worksheets/tabs.**

**Instructions.** This workbook has multiple worksheets/tabs relating to this RFP. Follow the directions in each worksheet and complete the worksheets as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional rows as needed. Please note, each individual worksheet will note if it's a required or optional form. Per the RFP terms and conditions, all worksheets listed as optional are considered a value-added attribute.

**This spreadsheet contains the following workbooks/tabs:**

- 1 - Service, Territory & Category Discount
- 2.A - Security Cameras and Intrusion/Concealed Weapon Detection
- 2.B - Door (Card) Access Control
- 3 - Support Services
- 4 - Volume Discounts

**1 - Service, Territory & Category Discount - *required***

*Enter your company's service territory it proposes to sell and support along with its overall offering. Enter the percentage discount either by category and/or manufacturer offered to CPC participating agencies from catalog/list price.*

**2.A - Security Camera and Intrusion/Weapon Detection - *required, if proposing these solutions***

*Enter ALL security cameras, and intrusion/weapon detection products, equipment and applicable accessories that your company offers that meet the scope and specifications of this solicitation.*

**2.B - Door (Card) Access Control - *required, if proposing these solutions***

*Enter ALL door (card) access control products, equipment and applicable accessories that your company offers that meet the scope and specifications of this solicitation.*

**3 - Support Services - *required, if proposing installation services***

*Enter all design and installation services that your company offers on tab 3.*

**4 - Volume Discounts - *optional***

*Enter any additional volume discounts that your company is offering on tab 4.*







### 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

Responding Company's Name: 0

**REQUIRED FORM**

Design & Assessment Services	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Installation Services	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Extended Warranty	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Training Services	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Maintenance Support	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Other Services	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### **Instructions**

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

**The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":**

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

# Addendum Acknowledgement

**Instructions:** Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum Numbers Received** (check the box next to each addendum received):

- |                          |                |                          |                |
|--------------------------|----------------|--------------------------|----------------|
| <input type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

---

*Authorized Signature*

---

*Date*

**Acknowledgment:** I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

---

*Authorized Signature*

---

*Date*

\*Note, both sections on this form should not be signed.

## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

**Part I: Vendor**

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	_____	<b>Date</b>	_____
<b>Address</b>	_____	<b>City, State, Zip</b>	_____
<b>Contact Person</b>	_____	<b>Title</b>	_____
<b>Authorized Signature</b>	_____	<b>Title</b>	_____
<b>Email</b>	_____	<b>Phone</b>	_____

**Part II: CPC**

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

## 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

## 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

## 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## **8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## **9. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## **12. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

**By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.**

<b>Vendor Certification (By Item)</b>	<b>Vendor Certification: YES, I agree or NO, I do NOT agree</b>	<b>Initial</b>
1. Violation of Contract Terms and Conditions		
2. Termination for Cause of Convenience		
3. Equal Employment Opportunity		
4. Davis-Bacon Act		
5. Contract Work Hours and Safety Standards Act		
6. Right to Inventions Made Under a Contract or Agreement		
7. Clean Air Act and Federal Water Pollution Control Act		
8. Debarment and Suspension		
9. Byrd Anti-Lobbying Amendment		
10. Procurement of Recovered Materials		
11. Profit as a Separate Element of Price		
12. General Compliance with Participating Agencies		

\_\_\_\_\_  
*Name of Business*

\_\_\_\_\_  
*Signature of Authorized Representative*

\_\_\_\_\_  
*Printed Name/Title*

\_\_\_\_\_  
*Date*

# Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: \_\_\_\_\_  
Solicitation Number: \_\_\_\_\_  
Vendor Name: \_\_\_\_\_

If a subcontractor will not be used, check this box:

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

# Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

**Your organization's uploaded proposal should include the following submitted and correctly labeled documents:**

X	Document Title	How to be Submitted
	Certificate of Insurance – Name of Company	Submit as PDF
	Pricing Schedule – Name of Company	Submit as an Excel document
	Vendor Questionnaire – Name of Company	Submit as a PDF
	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
	Exhibit B - State(s) Contractor's License	Submit as PDF
	Additional Information – as required <ul style="list-style-type: none"> <li>• Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li> </ul>	Submit as PDF

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.

---

*Authorized Signature*

---

*Printed Name/Title*

---

*Date*

## Questions for Bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Question #1

We intend to enter as many as eight product vendors along with our submission.  
 We can offer a blanket discount level per vendor on Service category page.  
 Each vendor pricebook can be over lines of excel for sheets 2a and 2b.  
 Can we skip those submissions if the discount level is laid out in sheet 1?

**Answers**

Tabs 2a and 2b are to be completed as requested. Pricing submitted in this format allows CPC to compare pricing and competitiveness in an efficient and timely manner. Additional rows may be added by the Vendor to fit their submission.

Answer

Archive

Reject

Oct 15, 2022 9:10:14 PM CDT  
 By: Asset Management Systems - CDaniels@usasecurityinc.com

Oct 18, 2022 2:25:29 PM CDT  
 By: Itruax

### Question #2

Question from Conference Call:

Regarding turnkey installation, we may run into ancillary situations that may be site specific. How do we handle and include those instances in the response?

**Answers**

New products and services can be added to the contract through a request process. This request process will be further defined in an amendment released by CPC.

Answer

Archive

Reject

Oct 18, 2022 2:26:10 PM CDT  
 By: Cooperative Purchasing Connection - Itruax

Oct 18, 2022 2:26:45 PM CDT  
 By: Itruax

### Question #3

Question from Conference Call:

Can we be granted a one-week extension on the submittal deadline?

**Answers**

No, CPC cannot issue an extension to the due date at this time.

Answer

Archive

Reject

Oct 18, 2022 2:27:06 PM CDT  
 By: Cooperative Purchasing Connection - Itruax

Oct 18, 2022 2:27:21 PM CDT  
 By: Itruax

### Question #4

The RFP allows for vape sensors / environmental sensors.

There is no such callout in the pricing attachment.

Should environmental sensors be included with video, or with access control, or will you issue an addendum page with 2.c?

**Answers**

CPC will issue an amendment to the Pricing Schedule adding a 2.C for value-added product.

Answer

Archive

Reject

Oct 18, 2022 6:23:15 PM CDT  
 By: Asset Management Systems - CDaniels@usasecurityinc.com

Oct 19, 2022 9:26:25 AM CDT  
 By: Itruax

### Question #5

On forms 2A & 2B, are you requiring ALL potential SKU's (tens of thousands) that could be sold? Or can we just list ALL the manufacturer/product category's and it's associated blanket minimum discount?

**Answers**

Yes, CPC requires that all potential SKUS be entered into 2A and 2B. This allows CPC to compare pricing and competitiveness in an efficient and timely manner. Additional rows may be added by the Vendor to fit their submission.

Answer

Archive

Reject

Oct 21, 2022 9:36:04 AM CDT  
 By: IT Outlet, Inc. - matt@itoulet.com

Oct 24, 2022 9:42:18 AM CDT  
 By: Itruax

Ask a Question

View Bid

**From:** [Public Purchase](#)  
**To:** [Lisa Truax](#)  
**Cc:** [Kristine Urbowicz](#); [Melissa Mattson](#)  
**Subject:** [External]Addendum Release Successful on Bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions  
**Date:** Tuesday, October 18, 2022 2:30:54 PM

---

Lisa M Truax:

Bid "RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions"  
Status: Release Successful on Oct 3, 2022 10:02:05 AM CDT

You can check the released bid by going to the following address:  
<http://www.publicpurchase.com/gems/bid/bidView?bidId=162738>

If you have any questions regarding this bid, please contact our Customer Support Staff at [agency-support@publicpurchase.com](mailto:agency-support@publicpurchase.com)

Thank you for using Public Purchase.

MK= xzy/9ngRH4hQQXFsu0w0Kw==

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

## Bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions Addendum #1 - Addendum

Information Deleted: Deleted

Information Added: Added

1. The process for requesting new products and services to the resulting contract has been clarified and amended on page 10 of the solicitation.

By: ltruax  
Oct 18, 2022 2:30:49 PM CDT

[Track Changes]

Bid Type **RFP**  
 Bid Number **23.3**  
 Title **Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**  
 Start Date **Oct 3, 2022 10:02:05 AM CDT**  
 End Date **Nov 1, 2022 10:00:00 AM CDT**  
 Agency **Cooperative Purchasing Connection**  
 Bid Contact **Lisa M Truax**  
 (218) 737-6535  
 ltruax@lcsc.org  
 1001 E. Mount Faith Avenue  
 Fergus Falls, MN 56537

### Description

**Scope of Work:** CPC is requesting proposals from qualified vendors equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. Participating agencies want the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. Storage, equipment, hardware, and installation services are also requested for a complete turn-key solution.?? A qualified Vendor shall have established a percentage discount from a catalog list, published prices, or price list.?? Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories.?? ??? Proposed solutions may include, but not limited to, the following categories:

1. Digital IP/network-based security cameras.
2. Intrusion and Concealed Weapon Detection (CWD) solutions.
3. Door access control solutions.
4. Installation and maintenance services.

### Pre-Bid Conference

Date: Oct 18, 2022 10:00:00 AM CDT  
 Location: Non-Required Conference Call  
 Notes: A web conference will be held allowing Vendors to ask questions, concerns and/or issues they may have relating to the solicitation.?? The conference call will not be recorded.?? To attend the conference call, visit:????  
<https://us02web.zoom.us/j/82685401128?pwd=UklMcHFrVFNndnlXNUxiZnJsL21SQT09>

1. Dial-in Number:?? +1 312 626 6799 US (Chicago)
2. Meeting ID: ??826 8540 1128
3. Password:?? PNZx49

No Attachments

### Documents

Name	Posting Date	Acceptance
<del>RFP 23.3 - Security and Door Access Control.pdf</del>	Oct 3, 2022 9:09:05 AM CDT	Yes
RFP 23.3 - General Terms and Conditions.pdf	Oct 3, 2022 9:09:10 AM CDT	Yes
RFP 23.3 - Vendor Questionnaire.docx	Oct 3, 2022 9:09:37 AM CDT	Yes
RFP 23.3 - Pricing Schedule.xlsx	Oct 3, 2022 9:10:11 AM CDT	Yes
RFP 23.3 - Vendor Forms & Signatures.pdf	Oct 3, 2022 9:09:46 AM CDT	Yes
RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf	Oct 18, 2022 2:29:51 PM CDT	Yes

[Return to Bid](#)

# Proposals Requested by the: **Cooperative Purchasing Connection**

## **RFP 23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**

CPC is requesting proposals from qualified vendors equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Participating agencies want the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. Storage, equipment, hardware, and installation services are also requested for a complete turn-key solution.

**Due: 10:00 a.m. CT on Tuesday, November 1, 2022**

**Vendors will submit questions and proposals online via Public  
Purchase ([www.publicpurchase.com](http://www.publicpurchase.com))**

**RFP Facilitator:**  
Lisa Truax  
Procurement Solutions Coordinator

**Published in:**  
Star Tribune  
Argus Leader  
Fargo Forum  
Bismarck Tribune

# Table of Contents

I.	<a href="#"><u>Introduction to CPC</u></a> .....	Page 3
II.	<a href="#"><u>Solicitation Procedures</u></a> .....	Page 3
	A. Vendor Qualifications	
	B. RFP Timeline	
	C. Non-Required Conference Call	
	D. RFP Submission	
	E. RFP Particulars	
	F. Solicitation Evaluation	
	G. Contract Award	
III.	<a href="#"><u>Technical Specifications</u></a> .....	Page 8
	A. Scope of Work	
	B. Quantity History	
	C. Category Terms and Conditions	
IV.	<a href="#"><u>Appendix A: Sales Report Template</u></a> .....	Page 14
V.	<a href="#"><u>Appendix B: New Vendor Implementation Checklist</u></a> .....	Page 15

## I. Introduction to CPC

The Cooperative Purchasing Connection (CPC) is a joint powers group of local governmental agencies and service cooperatives in Minnesota, organized pursuant to Minnesota Statute 123A.21. CPC has the legal authority to develop and offer, among other services, cooperative procurement services. Eligible membership and participation include states, cities, counties, and government agencies, both public and non-public educational agencies, colleges, universities and nonprofit organizations. Service cooperatives are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services.

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds joint powers agreement with Lakes Country Service Cooperative (LCSC) in Fergus Falls, MN, to provide purchasing contracts to its participating agencies. South Dakota participating agencies can utilize CPC's purchasing contracts through South Dakota statute 5-18A-37. Participating in the resulting contract(s) is open to government and nonprofit agencies across the United States, such as: K-12 and higher education, municipal, state, tribal and other public agencies.

Collectively, CPC's participating agencies purchase, on average, over \$75 million annually through its contracted vendors.

LCSC provides the administrative functions of CPC. Administrative functions include but are not limited to: bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

## II. Solicitation Procedures

### A. Vendor Qualifications

All proposals must contain answers, responses and/or documentation to the information requested. A Vendor failing to provide the required information/documentation will be considered non-responsive.

Vendors must demonstrate their ability, capacity, and available resources to provide the requested products and/or services to participating agencies. Vendors are required to communicate and demonstrate within their response that they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services, or software offered. CPC reserves the right to accept or reject any Vendor failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its own investigation of the company.

### B. RFP Timeline:

Date/Time	Event
October 3, 2022	Publication of RFP #23.3
October 18, 2022, at 10:00 a.m. CT	Non-Required Conference Call
<b>October 21, 2022, at 10:00 a.m. CT</b>	<b>Deadline for Vendors to Submit Questions</b>
<b>November 1, 2022, at 10:00 a.m. CT</b>	<b>Deadline for Submission</b>
November 28, 2022	Contact Vendor/Award(s) Made
January 1, 2023	Initial Start of Contract Term

C. **Non-Required Conference Call:** A web conference will be held allowing Vendors to ask questions, concerns and/or issues they may have relating to the solicitation. The conference call will not be recorded. To attend the conference call, visit:

<https://us02web.zoom.us/j/82685401128?pwd=UklMcHFrVFNndnlXNUxiZnJsL21SQOT09>

1. **Dial-in Number:** +1 312 626 6799 US (Chicago)
2. **Meeting ID:** 826 8540 1128
3. **Password:** PNZx49

#### **D. RFP Submission**

**Public Purchase:** All solicitations can be found on a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides Vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit a response to the solicitation. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process.

**Submission of Proposals:** It is the responsibility of the Vendor to be certain that the proposal being submitted has been uploaded to Public Purchase by the submission deadline, as described in the solicitation. All proposals will be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the submission deadline, the Public Purchase system will not accept the proposal. If any issues occur during the upload of the proposal, Vendors should contact Public Purchase at [support@publicpurchase.com](mailto:support@publicpurchase.com) or utilize the chat function within Public Purchase for immediate technical support. The data included in the submission will not be password protected. Hardcopy proposals are invalid and will not receive consideration.

#### **E. RFP Particulars**

**Correction of RFP Documents:** Upon examination of the solicitation, Vendors shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, no later than seven (7) business days prior to the solicitation submission deadline. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum.

**Addenda:** Addenda are written instruments issued by CPC which modify or interpret the solicitation documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically through Public Purchase; being logged and tracked within the system. If such confirmation is not received, the Vendor may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and Vendors shall not rely upon such interpretations, corrections, and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the submission deadline, except an addendum withdrawing the proposal or one which includes postponement of the submission deadline.

**Interpretations:** Requests for additional information or questions in regard to the solicitation will be submitted through Public Purchase. CPC will respond accordingly through Public Purchase to all questions submitted by the question deadline and/or by issuing an addendum.

**Modifications or Withdrawal of a Proposal:** A proposal may not be modified, withdrawn or canceled by the Vendor for a period of one hundred twenty (120) days following the submission deadline of the proposal, as each Vendor so agrees in submitting a proposal. Prior to the submission deadline, any proposal submitted may be modified or withdrawn within Public Purchase. Withdrawn proposals may be resubmitted within Public Purchase prior to the submission deadline provided that they are in full conformance with this solicitation.

**Opening of Proposals (Opening Record):** Proposals that have been submitted on time will be opened after the submission deadline. An opening record of the proposals received will be made available.

## F. Solicitation Evaluation

No single factor will determine the final award decision. Proposals will be evaluated using a multi-step consensus process:

1. The Evaluation Committee evaluates the Technical Approach first. Criteria outlined under Technical Approach (Figure F.1) is used to determine a 'qualified proposal'. Qualified proposals will move into pricing proposal evaluation.
2. The Evaluation Committee will evaluate pricing proposals to determine if the proposed pricing is competitive amongst qualified vendors and pricing found within the industry. A market basket evaluation process may be utilized to compare pricing amongst qualified respondents.
3. Proposals will be scored by the evaluation committee resulting in a singular consensus score.
4. At the sole discretion of CPC and the Evaluation Committee, vendors may be invited to make a presentation. If requested, this presentation will be mandatory to continue in the evaluation process.

As a part of the process of determining responsible respondents, CPC may request reports that describe the financial soundness of your organization. You may be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

**Figure F.1**

		[Vendor X]
Criteria	Possible Points	Average Points Awarded
<b>Technical Approach</b> <ul style="list-style-type: none"> <li>• Company Information</li> <li>• Qualifications &amp; Experience</li> <li>• Marketing &amp; Partnership</li> <li>• Financials &amp; Level of Support</li> <li>• Industry Specific Information</li> <li>• References</li> </ul>	<b>45</b>	
<b>Pricing</b> <ul style="list-style-type: none"> <li>• Service Territory</li> <li>• Security Cameras and Detection</li> <li>• Support Services/Installation</li> <li>• Volume Discounts</li> <li>• Market Basket Comparison</li> <li>• Industry Competitiveness</li> </ul>	<b>55</b>	
<b>Total Score</b>	<b>100</b>	

### Best and Final Offer (BAFO):

CPC may request a BAFO if additional information or modified terms are necessary for the evaluation committee to complete its evaluation and ranking. CPC will set a date and time for the submission of BAFO proposals. The BAFO will be limited to specific sections of the RFP or proposal identified by CPC. A BAFO will not be used solely to reduce pricing. If a BAFO is requested, all short-listed Vendors or, if the short-list process is not used, all qualified Vendors will be provided an opportunity to submit a modified response. Only one BAFO request will be issued by CPC. The info/195rmation received from the BAFO will be used by the evaluation committee to re-rank the Vendors. If a Vendor does not submit a BAFO proposal or a notice of withdrawal, the Vendor's previous proposal is considered the Vendor's BAFO. CPC reserves the right to proceed directly to negotiations with the highest ranked proposers immediately following the initial submission and evaluation of proposals.

**Rejection of Any or All Proposals:** CPC reserves the right to award the entire contract to one (1) Vendor, to award multiple contracts, to award contracts by state or service territory, or to reject any or all proposals.

## **G. Contract Award**

**Binding Contract:** A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, the scope of work, and specifications contained in the solicitation. The Vendor acknowledges that the Contract Offer and Award binds the party to all terms and conditions stated in the proposal.

**Notification of Intent to Award:** An award notification will be made by November 28, 2022. The actual award is subject to approval by the CPC Board of Directors and the successful negotiation of a mutually acceptable Master Contract Agreement.

**Contract Term:** The term of the contract resulting from this RFP will be from January 1, 2023, through December 31, 2024. There will be an optional renewal for an additional two-year term. CPC may grant an extension under certain criteria and conditions. CPC evaluates and reviews all contract agreements. CPC has established a set of performance criteria that will be used in the Vendor evaluation. Performance criteria will include:

1. Contract start-up and communication
2. Partnership responsiveness with CPC
3. Participating agencies evaluation(s)
4. Volume, sales, and competitiveness
5. Marketing

**Administrative Fee:** The Vendor will be required to pay a two (2.0%) percent administrative fee on the total sales price of all purchases shipped and billed to participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the solicitation, continuing support of the contract, and marketing the contract to participating and potential agencies. Administrative fees shall be paid to CPC quarterly, within 20 business days after the end of each fiscal quarter.

Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to CPC for completion. ACH remittance notification must be sent to the individual indicated on the ACH enrollment/authorization form prior to ACH payment.

**Sales Reports Required of the Vendor:** The Vendor will provide CPC with a quarterly report listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within the said quarter, the administrative fee calculations, and the correlating savings incurred by participating agencies. CPC may also request reports on commonly purchased items or top-selling items to create or update a market basket or core list of commonly purchased items. All reports will be submitted in MS Excel within 20 business days after the end of each fiscal quarter, (see Appendix A) listing the following information:

1. Name of purchasing agency
2. Address of purchasing agency (city, state, zip code)
3. Date of purchase
4. Invoice number
5. Amount of purchase
6. Administrative fee generated by the sale
7. Savings generated by the sale

**Certificate of Insurance:** The Vendor must purchase, maintain and provide certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to,

comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor must provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. COIs must be updated and sent electronically to CPC upon coverage renewal. The Vendor must meet the following, minimum coverage requirements:

1. Commercial General Liability: \$1,000,000 each occurrence, \$500,000 annual aggregate
2. Automobile Liability: \$1,000,000 each occurrence
3. Workers Compensation: \$100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. The Vendor must provide the COI with their submission.

**Contract Development:** Following the final evaluations and contract negotiations, CPC will develop a Master Contract Agreement with the most highly qualified Vendor(s). If a satisfactory contract cannot be developed with the most highly qualified Vendor(s) the second most qualified Vendor(s) may then be approached to develop a contract.

**Solicitation Debriefing:** An unsuccessful Vendor may request a debriefing to be scheduled with CPC after the solicitation process has been completed and a Master Contract Agreement with the awarded Vendor(s) has been executed. A debriefing is a learning opportunity for the unsuccessful Vendor to learn about the solicitation process and what measures of their response could be improved. Vendors will not be debriefed on how their response compared to other responding Vendors.

**Audit Packet:** Public inspection of the solicitation process will be made available during normal business hours in the RFP Facilitator's office (Fergus Falls, MN). Those requesting a printed, hard copy of the solicitation process will need to pay a twenty-five (\$25.00) service fee.

### III. Technical Specifications

- A. **Scope of Work:** CPC is requesting proposals from qualified vendors equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. Participating agencies want the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. Storage, equipment, hardware, and installation services are also requested for a complete turn-key solution. A qualified Vendor shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. Proposed solutions may include, but not limited to, the following categories:

1. Digital IP/network-based security cameras.
2. Intrusion and Concealed Weapon Detection (CWD) solutions.
3. Door access control solutions.
4. Installation and maintenance services.

**Objective:** Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates a Vendor from responding to multiple quotes and proposals from agencies allowing for the reduction in administrative and

overhead costs through CPC's purchasing procedures. CPC will work closely with the Vendor to market the contract not only to participating agencies but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the Vendor.

CPC intends to award this solicitation to one or more Vendors based on the manufactures, proposed service area, and services offered that can be of benefit to participating agencies. Manufacturers may respond directly and will be required to identify regional suppliers to execute the contract if pricing is consistent in the tri-state area and designated suppliers adhere to the terms outlined in this solicitation.

CPC encourages providers of all manufacturers/brands to submit a proposal, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies;
2. Warranty protection;
3. Training and support, when applicable;
4. Installation, when applicable;
5. Guaranteed pricing discounts, held firm for the duration of the contract term.

Vendors who meet any or all of the mentioned above must complete the required documents in their indicated format to be considered a responsive and responsible Vendor.

**B. Quantity History:** The contract(s) resulting from this solicitation will be Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). Historically, from July 2019 through June 2022, CPC participating agencies have purchased just under \$5.2 million in security and door access solutions. The majority of sales resulted from Minnesota based agencies; growth in both North Dakota and South Dakota is projected for this category. All quantities or dollar values listed within this solicitation are estimates.

Numerous factors could cause the actual value of the contract(s) resulting from this solicitation to vary substantially from the historical value. Such factors include, but are not limited to, the following:

1. There is no guarantee of volume to be purchased, nor is there any guarantee that demand will continue in any manner consistent with previous purchases; and
2. The individual value of each contract is indeterminate and will depend upon actual participating agency demand, and actual quantities ordered during the contract period.

In CPC's experience, depending on the price of a particular item, the actual volume of purchases could be substantially in excess of, or substantially below, estimated volumes. Specifically, if actual contract pricing is lower than anticipated or historical pricing, actual quantities purchased could be substantially greater than the estimates; conversely, if actual contract pricing is higher than anticipated or historical pricing, actual quantities purchased could be substantially lower than the estimates. By submitting a response, the Vendor acknowledges the foregoing and agrees that actual good faith purchasing volumes during the term of the resulting contract(s) could vary substantially from the estimates/historical values provided in this solicitation.

With CPC's intent to market the contract to participating and potential agencies and to possibly position the contract within the Express online marketplace, when applicable, it is CPC's belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

### **C. Category Terms and Conditions:**

An attempt has been made to standardize the language used in this solicitation. The words “must”, “shall”, “mandatory” and the phrase “it is required” are used in connection with a mandatory specification. The words “should” and “may” are used in connection with a specification that is desirable.

#### **General:**

1. The Vendor must have access to a full inventory of the proposed product line(s) while maintaining a minimum monthly average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level.
2. The Vendor must provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.

#### **Equipment and Supplies:**

1. When providing IP/network-based security systems and solutions; proposed solutions must include features such as:
  - a. On/off recording capabilities;
  - b. Sound integration and sound recording capabilities;
  - c. Ability to integrate with previously purchased security system products or solutions;
  - d. Offsite viewing capabilities (i.e., mobile device);
  - e. Mobile or wireless panic button(s);
  - f. Door locking system controlled by the agency;
  - g. Intrusion detection and alerting functionality.
2. When providing Concealed Weapons Detection (CWD) solutions; proposed solutions must include features such as:
  - a. Seamless, quick, and fast screening/scanning of people for threatening objects;
  - b. Alarm and alerting functionality when threats are marked;
  - c. Ability to integrate with security solutions (i.e., cameras) for facial recognition and tracking;
3. When providing door access control systems; proposed solutions must include features such as:
  - a. Physical access and logical access controls;
  - b. Data transfer via card, fob, fingerprint, photo ID, or PIN;
  - c. Independent locks, proximity readers, and biometric systems;
  - d. Tracking, recording, and monitoring of building access points;
  - e. Single door setups (two-in-one) or multi door setup;
  - f. Necessary cabling and control panels for a complete project.
4. All systems and solutions proposed shall provide participating agencies the ability to buy stand-alone product(s), product and installation services, or installation as a stand-alone service.
5. All equipment, supplies, parts, and all related accessories that can be purchased must be new and actively marketed products by the manufacturer’s authorized dealers.
6. An electronic online catalog for order entry should be provided for use by and suitable for participating agencies’ needs. The online catalog should note product discounts and, if applicable, the differing discounts for catalog categories awarded.

#### **Pricing:**

1. The Vendor must provide a discount price schedule for all categories of products available, and labor/services offered in this solicitation.
2. Contract discount percentages must be held firm during the initial contract period. Additional discounts may be made to accommodate one-time bulk replacements, special promotions, or large individual projects. The Vendor cannot offer additional discounts and percentages to a

- participating agency beyond a single large project until following the steps outlined below and receiving approval by CPC. CPC may conduct periodic audits and the Vendor will be responsible for full reimbursement for any overcharge to a participating agency.
3. The current price list from manufacturers must be submitted with the Vendor's proposal. Price lists will be used for evaluation purposes prior to contract award. Due to current supply-chain issues impacting this category, price lists will be considered fluid and can adjust per manufacturer requirements once an Agreement has been finalized. The contract discount percentages will apply to all list price items as manufacturers release and update price lists.
    - a. Price lists held for a specific period of time will be considered a value-add. If a Vendor is able to hold pricing, their proposal must clearly define the period of time for which the price list will hold firm.
    - b. Price lists that are held for a period of time, revisions and documentation must be communicated to CPC fifteen (15) calendar days prior to its effective date.
  4. New products and services, pertaining to the scope of this solicitation, can be added any time during the contract term with a request notice. Requests must be emailed and include the following information:
    - a. Manufacturer name.
    - b. Percentage discount to be held for the duration of the contract term.
    - c. Current and active price list at the time of the request in PDF format.
    - d. All requests shall meet or exceed the specifications established in the solicitation and resulting contract.

CPC may reject products that do not meet the intent of the category or are otherwise in conflict with contract requirements.
  5. CPC may accept a future claim from the Vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established by applying the same pricing method used by the Vendor in their submission. The Vendor must be able to verify the pricing calculation.
  6. CPC expects Vendors to offer their very best prices. If a Vendor offers lower prices to any participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.

#### **Ordering Methods:**

1. Participating agencies may use two (2) different methods of placing orders from the resulting contract: Purchase Orders (PO's) and procurement cards. The method of payment is at the discretion of the participating agency. Additional surcharges for the use of a procurement card must be clearly outlined (see Vendor Questionnaire).
2. A PO may be issued to the Vendor on behalf of the participating agency ordering the services covered under the resulting contract. An issued PO will become part of the resulting contract. The PO indicated that sufficient funds have been obligated toward the purchase.
3. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
4. Performance under this contract is not to begin until receipt of a PO, procurement card order, or other notification to proceed by the participating agencies to proceed.

#### **Freight and Delivery:**

1. Include freight in all proposed pricing.
2. Invoice and ship all items directly to CPC's participating agencies. A packing slip will be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. Participating agencies shall be notified of an anticipated availability date, within three (3) business days of receipt of order.

3. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the Vendor.

**Performance Bond (for construction and/or installation related projects):**

1. Performance bonds will be required on all projects valued at fifty-thousand dollars (\$50,000) or more in Minnesota and North Dakota and, twenty-five thousand dollars (\$25,000) or more in South Dakota. All performance bonds will be issued by a corporate surety authorized to do business in the state in which the work will be conducted and by a surety listed in the US Treasury Circular 570. Performance bonds will be posted by the Vendor and submitted to the specific participating agency for the assigned project. Should the contract be the result of a piggyback agreement, performance bonds will reflect each state's bonding requirements.
2. The Vendor will execute a performance bond in an amount equal to one hundred percent (100%) of the value specified in the contract between the participating agency and the Vendor unless the participating agency requires less to be posted. This bond will protect all persons supplying labor and material to the Vendor for the performance of the work provided in the contract. Subcontractors who may work on the contract may have to provide the Vendor with a performance bond. If the contract price increases after the bond is provided, the participating agency may consider obtaining additional bonds from the Vendor.
3. The Vendor will deliver the performance bond to the eligible participating agency at the time the contract is executed between the agency and the Vendor. Work will not commence between the Vendor and the eligible participating agency until the performance bond is received by the participating agency and a copy has been sent to CPC via email (info@purchasingconnection.org). The Vendor will be responsible for providing CPC with a copy of all contracts and bonds in accordance with CPC purchasing procedures. Should the Vendor fail to satisfactorily perform the contract, the bonding company that provided the performance bond will be required to pay the dollar amount of the bond to the participating agency.
4. It is the Vendor's responsibility to ensure that they can obtain the required bonding for all construction products based on an awarded contract arising from this solicitation. Payment will not be issued for any project for which the required bonds have not been received.
5. With said construction-based project, the participating agency may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this solicitation and resulting Master Contract Agreement (i.e., project timeline, completion dates, progress payments, delivery requirements, invoice requirements, etc.). Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Vendor and the participating agency. CPC, its agents, members, and employees shall not be a party to any claim for breach of such agreement.

**Design Layout and/or Installation Services:**

1. For projects requesting product and installation services, the Vendor (i.e., engineer) must conduct an on-site visit to assess the site location(s), installation areas, to deliver a project quote containing the best suitable products to be efficient and cognizant of public dollars. Assessment/design costs will be by hourly rate.
2. Pricing for design layout and/or installation will be by hourly. The Vendor must outline all service charges for design and installation. If the Vendor charges for installation by a method other than hourly rates, a complete explanation, and breakdown of how charges are calculated must be included with the submission.
3. Labor. All State [Minnesota] funded or partially State funded work against the resulting contract is subject to prevailing wage requirements pursuant to Minnesota Statutes 177.41 to 177.44 and corresponding Minnesota Rule 5200.1000 to 5200.1120 as established by the Minnesota Department of Labor and Industry. Specifically, all Vendors and all tiers of

- subcontractors must pay all laborers and mechanics the established prevailing wages for work performed under the resulting contract.
4. Prevailing Wage/Davis Bacon [State & Federal Funds]. The Vendor's hourly price shall include, but is not limited to, wage requirements, equipment and tools normally associated with the removal and installation of goods and services. Due to wage rate requirements for State and Federal funded projects, the costs associated with labor may increase from contracted pricing.
  5. The Vendor and its approved subcontractors will maintain in current status, all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in response to this solicitation. This also includes any contractor's licensure as required by state law. The Vendor must have the ability to furnish the required labor, materials, equipment, parts and supplies necessary for the services requested.
    - a. A copy of a valid contractor's license (low voltage, power limited) must be submitted to CPC as it pertains to the tri-state area and the Vendor's proposed service area. Submit licensure as Exhibit B – State(s) Contractor's License.
  6. The Vendor will possess the ability to assess and determine existing site conditions and the participating agencies' expectations for the products being purchased.
  7. Installation times will be coordinated with the purchasing agency. All areas will be kept clean and free of debris. Vendors must be able to provide the purchasing agency with a list of responsibilities for installation, a minimum of five (5) business days prior to the start of installation.
  8. All personnel that are working in participating agencies must be bonded and insured and follow any and all participating agencies' requirements for contractors and subcontractors.
  9. Subcontractors.
    - a. The Vendor will not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the Subcontractor Utilization Form.
    - b. If a subcontractor is removed from the contract agreement at any time, the Vendor will submit to CPC in writing, the reason for removal and effective date.
    - c. To add a subcontractor to the contract agreement, the Vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
    - d. The Vendor will be responsible for ensuring that all subcontractors who provide goods or services under the resulting contract agreement comply with the terms and conditions.
    - e. CPC reserves the right to require that a subcontractor be removed from the contract.
    - f. Any damage done to the participating agencies' property by contractors or subcontractors shall be repaired or replaced at no cost to the participating agency.
  10. All services will be 100% guaranteed. Any service provided, which does not meet the end-users' expectations will either be redone until the end-users' expectations are met, or the charges for the services are refunded to the participating agency.

**Maintenance Plans:**

1. The Vendor may offer pricing for maintenance for all equipment listed under the solicitation and include it in pricing proposals to participating agencies if requested.
2. The Vendor providing maintenance and repair options must provide and clearly state, pricing and terms of the various plans in their submission.

**Advertising and Marketing:**

1. The Vendor will provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies.
2. The Vendor will be able to assist in developing marketing materials that support the contract.

3. The Vendor will provide a comprehensive training and support program on the operation and use of the contract agreement to all applicable personnel. Services offered must be appropriate and adequate to ensure a successful contract agreement.
4. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.



## Appendix B: New Vendor Implementation Checklist – Sample

The following implementation checklist will commence once the Master Contract Agreement has been executed. Implementation and contract start-up is included as part of the evaluations that CPC conducts in regard to renewing a contract for an additional contract term.

Task Description	Target Completion	Completed By
<b>1. CPC Vendor Orientation</b> Discuss expectations Establish contacts, people, and roles Discuss the reporting process and requirements Discuss sales and ordering process Outline kick-off plan; marketing needs Establish Webinar training date, if applicable	One Week	CPC & Vendor
<b>2. Vendor/Supplier Login Established – Express (if applicable)</b> Complete supplier initiation form Complete supplier product template Create a user account and user ID – communicate to supplier	One Week	Vendor
<b>3. Sales Training and Roll Out</b> CP Personnel Briefing; possible webinar training Marketing information sent to CPC	Two Weeks	CPC to Coordinate Vendor
<b>4. Web Development/Express Store (if applicable)</b> Initiate IT contact Web store construction Web store final edit Product loaded into web store in Express Test Store Functionality Announce Store Availability	Two Weeks Three Weeks Four Weeks Four Weeks Five Weeks Five Weeks	Vendor
<b>5. Marketing</b> General announcement Vendor profile page Email signature logo Email communication announcement <i>*All materials will be approved by Vendor prior to disbursement</i>	Three Weeks	CPC
<b>6. Marketing – Vendor</b> General announcement Sales/Account team training; contract highlights including pricing schedule  <i>*All materials will be approved by CPC prior to disbursement</i>	Four Weeks	Vendor
<b>7. Management Strategies</b> Review kickoff and roll-out plan Discuss and establish target communication strategy	Eight Weeks	CPC & Vendor
<b>8. Semi-Annual Evaluation and/or Annual Evaluation</b>	6 months or 11 months	CPC

**From:** [Public Purchase](#)  
**To:** [Lisa Truax](#)  
**Cc:** [Kristine Urbowicz](#); [Melissa Mattson](#)  
**Subject:** [External]Addendum Release Successful on Bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions  
**Date:** Wednesday, October 19, 2022 9:29:07 AM

---

Lisa M Truax:

Bid "RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions"  
Status: Release Successful on Oct 3, 2022 10:02:05 AM CDT

You can check the released bid by going to the following address:  
<http://www.publicpurchase.com/gems/bid/bidView?bidId=162738>

If you have any questions regarding this bid, please contact our Customer Support Staff at [agencysupport@publicpurchase.com](mailto:agencysupport@publicpurchase.com)

Thank you for using Public Purchase.

MK= qkcyjpVOH0ydp1U0fm1eXg==

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

## Bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions Addendum #2 - Addendum

Information Deleted: Deleted

Information Added: Added

2.  
CPC has added 2.C on the Pricing Schedule for value-added product. Vendors are encouraged to provide a breadth of products to meet the needs of participating agencies.

By: ltruax  
Oct 19, 2022 9:28:14 AM CDT

[Track Changes]

Bid Type **RFP**  
 Bid Number **23.3**  
 Title **Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**  
 Start Date **Oct 3, 2022 10:02:05 AM CDT**  
 End Date **Nov 1, 2022 10:00:00 AM CDT**  
 Agency **Cooperative Purchasing Connection**  
 Bid Contact **Lisa M Truax**  
 (218) 737-6535  
 ltruax@lcsc.org  
 1001 E. Mount Faith Avenue  
 Fergus Falls, MN 56537

### Description

**Scope of Work:** CPC is requesting proposals from qualified vendors equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. Participating agencies want the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. Storage, equipment, hardware, and installation services are also requested for a complete turn-key solution.?? A qualified Vendor shall have established a percentage discount from a catalog list, published prices, or price list.?? Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories.?? ???Proposed solutions may include, but not limited to, the following categories:

1. Digital IP/network-based security cameras.
2. Intrusion and Concealed Weapon Detection (CWD) solutions.
3. Door access control solutions.
4. Installation and maintenance services.

### Pre-Bid Conference

Date: Oct 18, 2022 10:00:00 AM CDT  
 Location: Non-Required Conference Call  
 Notes: A web conference will be held allowing Vendors to ask questions, concerns and/or issues they may have relating to the solicitation.?? The conference call will not be recorded.?? To attend the conference call, visit:???  
<https://us02web.zoom.us/j/82685401128?pwd=UkIMcHFrVFNndnlXNUxiZnJsL21SQ09>  
 1. Dial-in Number:?? +1 312 626 6799 US (Chicago)  
 2. Meeting ID: ??826 8540 1128  
 3. Password:?? PNZx49

No Attachments

### Documents

Name	Posting Date	Acceptance
RFP 23.3 - General Terms and Conditions.pdf	Oct 3, 2022 9:09:10 AM CDT	Yes
RFP 23.3 - Vendor Questionnaire.docx	Oct 3, 2022 9:09:37 AM CDT	Yes
<del>RFP 23.3 - Pricing Schedule.xlsx</del>	<del>Oct 3, 2022 9:10:11 AM CDT</del>	<del>Yes</del>
RFP 23.3 - Vendor Forms & Signatures.pdf	Oct 3, 2022 9:09:46 AM CDT	Yes
RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf	Oct 18, 2022 2:29:51 PM CDT	Yes
RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx	Oct 19, 2022 9:27:06 AM CDT	Yes

[Return to Bid](#)

# Pricing Schedule Intro

**\*Please note this workbook has multiple worksheets/tabs.**

**Instructions.** This workbook has multiple worksheets/tabs relating to this RFP. Follow the directions in each worksheet and complete the worksheets as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional rows as needed. Please note, each individual worksheet will note if it's a required or optional form. Per the RFP terms and conditions, all worksheets listed as optional are considered a value-added attribute.

**This spreadsheet contains the following workbooks/tabs:**

- 1 - Service, Territory & Category Discount
- 2.A - Security Cameras and Intrusion/Concealed Weapon Detection
- 2.B - Door (Card) Access Control
- 3 - Support Services
- 4 - Volume Discounts

**1 - Service, Territory & Category Discount - *required***

*Enter your company's service territory it proposes to sell and support along with its overall offering. Enter the percentage discount either by category and/or manufacturer offered to CPC participating agencies from catalog/list price.*

**2.A - Security Camera and Intrusion/Weapon Detection - *required, if proposing these solutions***

*Enter ALL security cameras, and intrusion/weapon detection products, equipment and applicable accessories that your company offers that meet the scope and specifications of this solicitation.*

**2.B - Door (Card) Access Control - *required, if proposing these solutions***

*Enter ALL door (card) access control products, equipment and applicable accessories that your company offers that meet the scope and specifications of this solicitation.*

**2.C - Value Added Product - *required, if proposing these solutions***

*Enter ALL ancillary products that your company offers that meet the scope and specifications of this solicitation.*

**3 - Support Services - *required, if proposing installation services***

*Enter all design and installation services that your company offers on tab 3.*

**4 - Volume Discounts - *optional***

*Enter any additional volume discounts that your company is offering on tab 4.*









### 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

Responding Company's Name: 0

**REQUIRED FORM**

Design & Assessment Services	Description	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Installation Services	Description	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Extended Warranty	Description	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Training Services	Description	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Maintenance Support	Description	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Other Services	Description	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	



**From:** [Public Purchase](#)  
**To:** [Lisa Truax](#)  
**Subject:** [External]Public Purchase - RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions Closed Notification  
**Date:** Tuesday, November 1, 2022 10:00:06 AM

---

Lisa M Truax:

The bid RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions has closed on Nov 1, 2022 10:00:00 AM CDT

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=162738>

Thank you for using Public Purchase.

MK= pD35LCMBJ7AxHpCueqyx8Q==

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

**Notifications Report**

**Agency**  
**Bid Number**  
**Bid Title**

**Cooperative Purchasing Connection**  
**162738**  
**Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**

Vendor Name	State	Invitation	Date	Email	Reason
2M Solutions	TX	Classification	2022-10-03 09:13:09	sales@2mcctv.com	Bid Notification
3M Cogent, Inc.	OH	Classification	2022-10-03 09:13:09	rheitz@mmm.com	Bid Notification
911 Security Cameras	TX	Classification	2022-10-03 09:13:09	ROBERT@911securitycameras.com	Bid Notification
911 security inc	TX	Classification	2022-10-03 09:13:09	rfp@911security.com	Bid Notification
911 Securty Cameras	TX	Classification	2022-10-03 09:13:09	cmckee@911securitycameras.com	Bid Notification
911securitycameras	TX	Classification	2022-10-03 09:13:09	jeff@911securitycameras.com	Bid Notification
A & A Glove & Safety Co	NJ	Classification	2022-10-03 09:13:09	joe@aaglove.com	Bid Notification
A.C. Roman & Associates, Inc.	NY	Classification	2022-10-03 09:13:09	info@romansearch.com	Bid Notification
A3 Communications	SC	Classification	2022-10-03 09:13:09	kristen.collins@a3communications.com	Bid Notification
Access Control Technologies, Inc	IA	Classification	2022-10-03 09:13:09	sales@actnowusa.com	Bid Notification
Acoustic Technology, Inc.	MA	Classification	2022-10-03 09:13:09	leads@atisystem.com	Bid Notification
ADB Companies, Inc.	OH	Classification	2022-10-03 09:13:09	eric.biehle@adb-us.com	Bid Notification
ADB Companies, Inc.	OH	Classification	2022-10-18 13:25:29	eric.biehle@adb-us.com	Bid Answer
ADB Companies, Inc.	OH	Classification	2022-10-18 13:26:46	eric.biehle@adb-us.com	Bid Answer
ADB Companies, Inc.	OH	Classification	2022-10-18 13:27:21	eric.biehle@adb-us.com	Bid Answer
ADB Companies, Inc.	OH	Classification	2022-10-18 13:43:00	eric.biehle@adb-us.com	Addendum Notification
ADB Companies, Inc.	OH	Classification	2022-10-19 08:26:26	eric.biehle@adb-us.com	Bid Answer
ADB Companies, Inc.	OH	Classification	2022-10-19 08:43:02	eric.biehle@adb-us.com	Addendum Notification
ADB Companies, Inc.	OH	Classification	2022-10-24 08:42:19	eric.biehle@adb-us.com	Bid Answer
Adorama, Inc.	NY	Classification	2022-10-03 09:13:09	biddept@adorama.com	Bid Notification
ADT Commercial LLC	FL	Classification	2022-10-03 09:13:09	scottwulforst@adt.com	Bid Notification
ADT Commercial LLC	FL	Classification	2022-10-18 13:25:29	scottwulforst@adt.com	Bid Answer
ADT Commercial LLC	FL	Classification	2022-10-18 13:26:46	scottwulforst@adt.com	Bid Answer
ADT Commercial LLC	FL	Classification	2022-10-18 13:27:21	scottwulforst@adt.com	Bid Answer
ADT Commercial LLC	FL	Classification	2022-10-18 13:43:00	scottwulforst@adt.com	Addendum Notification
ADT Commercial LLC	FL	Classification	2022-10-19 08:26:26	scottwulforst@adt.com	Bid Answer
ADT Commercial LLC	FL	Classification	2022-10-19 08:43:02	scottwulforst@adt.com	Addendum Notification
ADT Commercial LLC	FL	Classification	2022-10-24 08:42:19	scottwulforst@adt.com	Bid Answer
Affinitech Inc	MN	Classification	2022-10-03 09:13:09	online@affinitechinc.com	Bid Notification
Affinitech Inc	MN	Classification	2022-10-03 09:13:09	jribar@affinitechinc.com	Bid Notification
Affinitech Inc	MN	Classification	2022-10-18 13:25:29	jribar@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2022-10-18 13:26:46	jribar@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2022-10-18 13:27:21	jribar@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2022-10-18 13:43:00	jribar@affinitechinc.com	Addendum Notification
Affinitech Inc	MN	Classification	2022-10-19 08:26:26	jribar@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2022-10-19 08:43:02	jribar@affinitechinc.com	Addendum Notification
Affinitech Inc	MN	Classification	2022-10-24 08:42:19	jribar@affinitechinc.com	Bid Answer
Air Comm Corporation	AZ	Classification	2022-10-03 09:13:09	accounting@aircomm.com	Bid Notification
Airborne Biometrics Group, Inc.	CA	Classification	2022-10-03 09:13:09	nick.baydaline@facefirst.com	Bid Notification
Alan Yoder Enterprises, Inc. dba Super	TX	Classification	2022-10-03 09:13:09	sales@superioralarms.com	Bid Notification
Alertus Technologies	MD	Classification	2022-10-03 09:13:09	JROBLING@alertus.com	Bid Notification
All State Communications	MN	Self Invited	2022-10-18 13:25:29	scott.woodward@allstatecom.com	Bid Answer
All State Communications	MN	Self Invited	2022-10-18 13:26:46	scott.woodward@allstatecom.com	Bid Answer
All State Communications	MN	Self Invited	2022-10-18 13:27:21	scott.woodward@allstatecom.com	Bid Answer
All State Communications	MN	Self Invited	2022-10-18 13:43:00	scott.woodward@allstatecom.com	Addendum Notification
All State Communications	MN	Self Invited	2022-10-19 08:26:26	scott.woodward@allstatecom.com	Bid Answer
All State Communications	MN	Self Invited	2022-10-19 08:43:02	scott.woodward@allstatecom.com	Addendum Notification
All State Communications	MN	Self Invited	2022-10-24 08:42:19	scott.woodward@allstatecom.com	Bid Answer
ALL3 COMMUNICATIONS	TX	Classification	2022-10-03 09:13:09	conrads@all3comm.com	Bid Notification
Alliance Security Group	KS	Classification	2022-10-03 09:13:09	layton.wille@alliancesecurityteam.com	Bid Notification
Alliance Technology Group, LLC	MD	Classification	2022-10-03 09:13:09	ben.jenkins@alliance-it.com	Bid Notification
Allied Broadcast Group	OK	Classification	2022-10-03 09:13:09	sales@alliedbroadcastgroup.com	Bid Notification
ALLNET USA	FL	Classification	2022-10-03 09:13:09	info@allnetusa.net	Bid Notification
AllState Communication	MN	Classification	2022-10-03 09:13:09	rick.braman@allstatecom.com	Bid Notification
AllState Communication	MN	Classification	2022-10-18 13:25:29	rick.braman@allstatecom.com	Bid Answer
AllState Communication	MN	Classification	2022-10-18 13:26:46	rick.braman@allstatecom.com	Bid Answer
AllState Communication	MN	Classification	2022-10-18 13:27:21	rick.braman@allstatecom.com	Bid Answer
AllState Communication	MN	Classification	2022-10-18 13:43:00	rick.braman@allstatecom.com	Addendum Notification
AllState Communication	MN	Classification	2022-10-19 08:26:26	rick.braman@allstatecom.com	Bid Answer
AllState Communication	MN	Classification	2022-10-19 08:43:02	rick.braman@allstatecom.com	Addendum Notification

AllState Communication	MN	Classification	2022-10-24 08:42:19	rick.braman@allstatecom.com	Bid Answer
AlphaCorp	ID	Classification	2022-10-03 09:13:09	sdeal@alphacorpsecurity.com	Bid Notification
Altex Electronics, Ltd.	TX	Classification	2022-10-03 09:13:09	acarrasco@altex.com	Bid Notification
AMAC	NY	Classification	2022-10-03 09:13:09	allison.frazer@tunstall.com	Bid Notification
AMAG Technology	CA	Classification	2022-10-03 09:13:09	rob.fitzgerald@verizon.net	Bid Notification
Ambitec, Inc	FL	Classification	2022-10-03 09:13:09	govsales@ambitecinc.com	Bid Notification
American Gaurd Services, inc.	CA	Classification	2022-10-03 09:13:09	MBlacksher@surveillanceinternational.co	Bid Notification
AngelTrax	AL	Classification	2022-10-03 09:13:09	contracts@angeltrax.com	Bid Notification
AngelTrax	AL	Classification	2022-10-18 13:25:29	contracts@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2022-10-18 13:26:46	contracts@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2022-10-18 13:27:21	contracts@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2022-10-18 13:43:00	contracts@angeltrax.com	Addendum Notification
AngelTrax	AL	Classification	2022-10-19 08:26:26	contracts@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2022-10-19 08:43:02	contracts@angeltrax.com	Addendum Notification
AngelTrax	AL	Classification	2022-10-24 08:42:19	contracts@angeltrax.com	Bid Answer
Anixter	KY	Classification	2022-10-03 09:13:09	illis.taniberdiyeva@anixter.com	Bid Notification
Anixter	OR	Classification	2022-10-03 09:13:09	westfedsales@anixter.com	Bid Notification
Applied Technologies	MO	Classification	2022-10-03 09:13:09	jjordan@appliedtech.pro	Bid Notification
Apploon, The Murdock Corporation	CA	Classification	2022-10-03 09:13:09	wmurdock@jecintegration.com	Bid Notification
Apploon, The Murdock Corporation	CA	Classification	2022-10-18 13:25:29	wmurdock@jecintegration.com	Bid Answer
Apploon, The Murdock Corporation	CA	Classification	2022-10-18 13:26:46	wmurdock@jecintegration.com	Bid Answer
Apploon, The Murdock Corporation	CA	Classification	2022-10-18 13:27:21	wmurdock@jecintegration.com	Bid Answer
Apploon, The Murdock Corporation	CA	Classification	2022-10-18 13:43:00	wmurdock@jecintegration.com	Addendum Notification
Apploon, The Murdock Corporation	CA	Classification	2022-10-19 08:26:26	wmurdock@jecintegration.com	Bid Answer
Apploon, The Murdock Corporation	CA	Classification	2022-10-19 08:43:02	wmurdock@jecintegration.com	Addendum Notification
Apploon, The Murdock Corporation	CA	Classification	2022-10-24 08:42:19	wmurdock@jecintegration.com	Bid Answer
Apriva LLC	AZ	Classification	2022-10-03 09:13:09	RFPTTEAM@APRIVA.COM	Bid Notification
APS Firehouse Alerting	MD	Classification	2022-10-03 09:13:09	marcm@firehousealerting.com	Bid Notification
Aptonomy	CA	Classification	2022-10-03 09:13:09	mihail@aptonomy.com	Bid Notification
Ask IT Consulting Inc.	NY	Self Invited	2022-10-18 13:25:29	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2022-10-18 13:26:46	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2022-10-18 13:27:21	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2022-10-18 13:43:00	stevewalse85@gmail.com	Addendum Notification
Ask IT Consulting Inc.	NY	Self Invited	2022-10-19 08:26:26	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2022-10-19 08:43:02	stevewalse85@gmail.com	Addendum Notification
Ask IT Consulting Inc.	NY	Self Invited	2022-10-24 08:42:19	stevewalse85@gmail.com	Bid Answer
Asset Management Systems	MN	Classification	2022-10-03 09:13:09	CDaniels@usasecurityinc.com	Bid Notification
Asset Management Systems	MN	Classification	2022-10-18 13:25:29	CDaniels@usasecurityinc.com	Bid Answer
Asset Management Systems	MN	Classification	2022-10-18 13:26:46	CDaniels@usasecurityinc.com	Bid Answer
Asset Management Systems	MN	Classification	2022-10-18 13:27:21	CDaniels@usasecurityinc.com	Bid Answer
Asset Management Systems	MN	Classification	2022-10-18 13:43:00	CDaniels@usasecurityinc.com	Addendum Notification
Asset Management Systems	MN	Classification	2022-10-19 08:26:25	CDaniels@usasecurityinc.com	Bid Answer
Asset Management Systems	MN	Classification	2022-10-19 08:43:02	CDaniels@usasecurityinc.com	Addendum Notification
Asset Management Systems	MN	Classification	2022-10-24 08:42:19	CDaniels@usasecurityinc.com	Bid Answer
ASTROPHYSICS INC.	CA	Classification	2022-10-03 09:13:09	jdoran@astrophysicsinc.com	Bid Notification
ASTROPHYSICS INC.	CA	Classification	2022-10-03 09:13:09	sales@astrophysicsinc.com	Bid Notification
ATI Systems	MA	Classification	2022-10-03 09:13:09	rmclaughlin@atisystem.com	Bid Notification
Audio Video Information and Enterta	KS	Classification	2022-10-03 09:13:09	richl@aviestech.com	Bid Notification
AUDIO VISUAL AIDS CORP	TX	Classification	2022-10-03 09:13:09	avacorp@audiovisualaids.com	Bid Notification
Autoclear,LLC	NJ	Classification	2022-10-03 09:13:09	larrya@autoclear.com	Bid Notification
Autoclear,LLC	NJ	Classification	2022-10-18 13:25:29	larrya@autoclear.com	Bid Answer
Autoclear,LLC	NJ	Classification	2022-10-18 13:26:46	larrya@autoclear.com	Bid Answer
Autoclear,LLC	NJ	Classification	2022-10-18 13:27:21	larrya@autoclear.com	Bid Answer
Autoclear,LLC	NJ	Classification	2022-10-18 13:43:00	larrya@autoclear.com	Addendum Notification
Autoclear,LLC	NJ	Classification	2022-10-19 08:26:26	larrya@autoclear.com	Bid Answer
Autoclear,LLC	NJ	Classification	2022-10-19 08:43:02	larrya@autoclear.com	Addendum Notification
Autoclear,LLC	NJ	Classification	2022-10-24 08:42:19	larrya@autoclear.com	Bid Answer
Aventura Technologies, Inc	NY	Classification	2022-10-03 09:13:09	mgloster@ati247.com	Bid Notification
AVES AUDIO VISUAL SYSTEMS, INC.	TX	Classification	2022-10-03 09:13:09	sales@avesav.com	Bid Notification
AVI Systems	CA	Classification	2022-10-03 09:13:09	jerry.fleury@avisystems.com	Bid Notification
AVIATE ENTERPRISES, INC.	CA	Classification	2022-10-03 09:13:09	sales@aviateinc.com	Bid Notification
Avrio Group Surveillance Solutions, L	IL	Classification	2022-10-03 09:13:09	dlipscomb@avriormsgroup.com	Bid Notification
B & H Foto & Electronics Corp.	NY	Classification	2022-10-03 09:13:09	govedbids@bhphotovideo.com	Bid Notification
Backcountry Media, LLC	MT	Classification	2022-10-03 09:13:09	producer@backcountrymedia.com	Bid Notification
Ballistiglass	FL	Classification	2022-10-03 09:13:09	steve.steinman@ballistiglass.com	Bid Notification
BCB International LLC	FL	Classification	2022-10-03 09:13:09	usaorders@bcbin.com	Bid Notification

Bear Communications, INC	TX	Classification	2022-10-03 09:13:09	kevin.neilan@bearcom.com	Bid Notification
Beartooth Corporation	MN	Classification	2022-10-03 09:13:09	Jake.Froiland@security101.com	Bid Notification
Beartooth Corporation	MN	Classification	2022-10-18 13:25:29	Jake.Froiland@security101.com	Bid Answer
Beartooth Corporation	MN	Classification	2022-10-18 13:26:46	Jake.Froiland@security101.com	Bid Answer
Beartooth Corporation	MN	Classification	2022-10-18 13:27:21	Jake.Froiland@security101.com	Bid Answer
Beartooth Corporation	MN	Classification	2022-10-18 13:43:00	Jake.Froiland@security101.com	Addendum Notification
Beartooth Corporation	MN	Classification	2022-10-19 08:26:26	Jake.Froiland@security101.com	Bid Answer
Beartooth Corporation	MN	Classification	2022-10-19 08:43:02	Jake.Froiland@security101.com	Addendum Notification
Beartooth Corporation	MN	Classification	2022-10-24 08:42:19	Jake.Froiland@security101.com	Bid Answer
Best Buy For Business	MN	Classification	2022-10-03 09:13:09	brian.quinlan2@bestbuy.com	Bid Notification
Bill and Mikes photo	OH	Classification	2022-10-03 09:13:09	jim@mpex.com	Bid Notification
Biositu, LLC	TX	Classification	2022-10-03 09:13:09	adeleh@biositu.com	Bid Notification
Birdi & Associates, Inc.	CA	Classification	2022-10-03 09:13:09	jriggio@birdi-inc.com	Bid Notification
Biway International Technology Inc	TX	Classification	2022-10-03 09:13:09	josephwwang@gmail.com	Bid Notification
Black Creek Integrated Systems Corp	AL	Classification	2022-10-03 09:13:09	salesinfo@blackcreekisc.com	Bid Notification
Bloomfield Arms & Ammo LLC	IN	Classification	2022-10-03 09:13:09	sales@bloomfieldarms.com	Bid Notification
Bluechip Technologies US Inc	MA	Classification	2022-10-03 09:13:09	henry.woods@guardianmps.com	Bid Notification
BlueWave Security	CA	Classification	2022-10-03 09:13:09	nate@bluewavesecurity.com	Bid Notification
Bob's Distributing Inc.	TX	Classification	2022-10-03 09:13:09	sales@bobsdist.com	Bid Notification
Botach Inc	CA	Classification	2022-10-03 09:13:09	chushim@botach.com	Bid Notification
Bridger Productions, Inc.	WY	Classification	2022-10-03 09:13:09	bridgerproductions@gmail.com	Bid Notification
Business Information Systems, Ic.	FL	Classification	2022-10-03 09:13:09	bradley.uthe@bisdigital.com	Bid Notification
BZ DEFENSE LLC	CA	Classification	2022-10-03 09:13:09	LeadGen@BZDefense.com	Bid Notification
Cable and Connections	OH	Classification	2022-10-03 09:13:09	j.norton@cableandconnections.com	Bid Notification
Cable and Connections	OH	Classification	2022-10-18 13:25:29	j.norton@cableandconnections.com	Bid Answer
Cable and Connections	OH	Classification	2022-10-18 13:26:46	j.norton@cableandconnections.com	Bid Answer
Cable and Connections	OH	Classification	2022-10-18 13:27:21	j.norton@cableandconnections.com	Bid Answer
Cable and Connections	OH	Classification	2022-10-18 13:43:00	j.norton@cableandconnections.com	Addendum Notification
Cable and Connections	OH	Classification	2022-10-19 08:26:26	j.norton@cableandconnections.com	Bid Answer
Cable and Connections	OH	Classification	2022-10-19 08:43:02	j.norton@cableandconnections.com	Addendum Notification
Cable and Connections	OH	Classification	2022-10-24 08:42:19	j.norton@cableandconnections.com	Bid Answer
CAL-CENTRON INC	CA	Classification	2022-10-03 09:13:09	Nancy@calcentron.com	Bid Notification
California Media Solutions, INC	CA	Classification	2022-10-03 09:13:09	quelli@media-solutions.us	Bid Notification
Call One Inc.	FL	Classification	2022-10-03 09:13:09	mevans@calloneonline.com	Bid Notification
Callisto Communications	MO	Classification	2022-10-03 09:13:09	steveb@callistont.com	Bid Notification
Calumet Photographic Inc	IL	Classification	2022-10-03 09:13:09	erwin.goldstein@calumetphoto.com	Bid Notification
Canal Alarm Devices	NY	Classification	2022-10-03 09:13:09	howard.g@canalalarm.com	Bid Notification
Capitol Electronics, Inc.	IN	Classification	2022-10-03 09:13:09	lcaulk@capitolelectronics.com	Bid Notification
CEIA USA	OH	Classification	2022-10-03 09:13:09	sales@ceia-usa.com	Bid Notification
CEIA USA	OH	Classification	2022-10-18 13:25:29	sales@ceia-usa.com	Bid Answer
CEIA USA	OH	Classification	2022-10-18 13:26:46	sales@ceia-usa.com	Bid Answer
CEIA USA	OH	Classification	2022-10-18 13:27:21	sales@ceia-usa.com	Bid Answer
CEIA USA	OH	Classification	2022-10-18 13:43:00	sales@ceia-usa.com	Addendum Notification
CEIA USA	OH	Classification	2022-10-19 08:26:26	sales@ceia-usa.com	Bid Answer
CEIA USA	OH	Classification	2022-10-19 08:43:02	sales@ceia-usa.com	Addendum Notification
CEIA USA	OH	Classification	2022-10-24 08:42:19	sales@ceia-usa.com	Bid Answer
CEIA-USA LTD	OH	Classification	2022-10-03 09:13:09	mmichard@ceia-usa.com	Bid Notification
CEIA-USA LTD	OH	Classification	2022-10-18 13:25:29	mmichard@ceia-usa.com	Bid Answer
CEIA-USA LTD	OH	Classification	2022-10-18 13:26:46	mmichard@ceia-usa.com	Bid Answer
CEIA-USA LTD	OH	Classification	2022-10-18 13:27:21	mmichard@ceia-usa.com	Bid Answer
CEIA-USA LTD	OH	Classification	2022-10-18 13:43:00	mmichard@ceia-usa.com	Addendum Notification
CEIA-USA LTD	OH	Classification	2022-10-19 08:26:26	mmichard@ceia-usa.com	Bid Answer
CEIA-USA LTD	OH	Classification	2022-10-19 08:43:02	mmichard@ceia-usa.com	Addendum Notification
CEIA-USA LTD	OH	Classification	2022-10-24 08:42:19	mmichard@ceia-usa.com	Bid Answer
CJIS GROUP	FL	Classification	2022-10-03 09:13:09	Region1@cjisgroup.com	Bid Notification
CJIS GROUP LLC	FL	Classification	2022-10-03 09:13:09	region1@cjisgroup.com	Bid Notification
CJIS GROUP LLC	FL	Classification	2022-10-18 13:25:29	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2022-10-18 13:26:46	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2022-10-18 13:27:21	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2022-10-18 13:43:00	region1@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Classification	2022-10-19 08:26:26	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2022-10-19 08:43:02	region1@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Classification	2022-10-24 08:42:19	region1@cjisgroup.com	Bid Answer
Climate Survival Solutions	CO	Self Invited	2022-10-18 13:25:29	tim@climatesurvivalsolutions.com	Bid Answer
Climate Survival Solutions	CO	Self Invited	2022-10-18 13:26:46	tim@climatesurvivalsolutions.com	Bid Answer
Climate Survival Solutions	CO	Self Invited	2022-10-18 13:27:21	tim@climatesurvivalsolutions.com	Bid Answer

Climate Survival Solutions	CO	Self Invited	2022-10-18 13:43:00	tim@climatesurvivalsolutions.com	Addendum Notification
Climate Survival Solutions	CO	Self Invited	2022-10-19 08:26:26	tim@climatesurvivalsolutions.com	Bid Answer
Climate Survival Solutions	CO	Self Invited	2022-10-19 08:43:02	tim@climatesurvivalsolutions.com	Addendum Notification
Climate Survival Solutions	CO	Self Invited	2022-10-24 08:42:19	tim@climatesurvivalsolutions.com	Bid Answer
CML Security	CO	Classification	2022-10-03 09:13:09	jjramsey@cmlsecurity.us	Bid Notification
CML Security, LLC	CO	Classification	2022-10-03 09:13:09	sdavidson@cmlsecurity.us	Bid Notification
Coachcomm LLC	AL	Classification	2022-10-03 09:13:09	brad.chisum@coachcomm.com	Bid Notification
CohuHD	CA	Classification	2022-10-03 09:13:09	sales@cohuhd.com	Bid Notification
Coltrane Systems	MO	Classification	2022-10-03 09:13:09	pat@coltranesystems.com	Bid Notification
Comade, Inc.	CA	Classification	2022-10-03 09:13:09	sales@comade.com	Bid Notification
Command Corp.	FL	Classification	2022-10-03 09:13:09	michael@cmnd.com	Bid Notification
Command Corp.	FL	Classification	2022-10-28 08:35:22	dave@cmnd.com	Bid Notification
Communications Concepts, Inc.	FL	Classification	2022-10-03 09:13:09	rchampagne@ccflorida.com	Bid Notification
COMPanion Corp	UT	Classification	2022-10-03 09:13:09	kmilton@companioncorp.com	Bid Notification
CompNation	TN	Classification	2022-10-03 09:13:09	rdugas@compnation.com	Bid Notification
Comprehensive Communication Serv	TX	Classification	2022-10-03 09:13:09	gwcollins@ccscontact.net	Bid Notification
Compulan	TX	Classification	2022-10-03 09:13:09	Patty@idview.com	Bid Notification
Compulan Center Inc.	TX	Classification	2022-10-03 09:13:09	sandy@idview.com	Bid Notification
Compulan Center, Inc	TX	Classification	2022-10-03 09:13:09	sandy@idview.com	Bid Notification
Computize	TX	Classification	2022-10-03 09:13:09	benniem@computize.com	Bid Notification
Computrols, Inc.	LA	Classification	2022-10-03 09:13:09	bobby.rodriguez@computrols.com	Bid Notification
CompView, Inc.	OR	Classification	2022-10-03 09:13:09	jseitz@compview.com	Bid Notification
Construction Industry Center	SD	Self Invited	2022-10-18 13:25:29	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2022-10-18 13:26:46	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2022-10-18 13:27:21	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2022-10-18 13:43:00	julie@constructionindustrycenter.com	Addendum Notification
Construction Industry Center	SD	Self Invited	2022-10-19 08:26:26	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2022-10-19 08:43:02	julie@constructionindustrycenter.com	Addendum Notification
Construction Industry Center	SD	Self Invited	2022-10-24 08:42:19	julie@constructionindustrycenter.com	Bid Answer
Convergint Technologies LLC	MD	Classification	2022-10-03 09:13:09	james.price@convergint.com	Bid Notification
Convergint Technologies, LLC	TX	Classification	2022-10-03 09:13:09	tony.mooney@convergint.com	Bid Notification
Convoy Technologies	CA	Classification	2022-10-03 09:13:09	tylerc@convoytechnologies.com	Bid Notification
Cornerstone Detention Inc	NC	Classification	2022-10-03 09:13:09	kleonard@cornerstonedetention.com	Bid Notification
Covert Concepts and Consulting	TX	Classification	2022-10-03 09:13:09	covertconcealment@live.com	Bid Notification
Creative-image technologies	KY	Classification	2022-10-03 09:13:09	lwalsh2@c-it.cc	Bid Notification
Critigen LLC	CO	Classification	2022-10-03 09:13:09	patricia.stuut@critigen.com	Bid Notification
Cyberwatch Communication	CA	Classification	2022-10-03 09:13:09	tony@cyberwatch-security.com	Bid Notification
Dakota Security Systems	SD	Classification	2022-10-03 09:13:09	tchristensen@dakotasecurity.com	Bid Notification
Defender Emergency Products Sales	NJ	Classification	2022-10-03 09:13:09	fireman24x@yahoo.com	Bid Notification
Delta Turnstiles, LLC	CA	Classification	2022-10-03 09:13:09	TomH@deltaturnstile.com	Bid Notification
Devicewear	CA	Classification	2022-10-03 09:13:09	pgomez@devicewear.com	Bid Notification
Digital Ally Inc.	KS	Classification	2022-10-03 09:13:09	bids@digitalallyinc.com	Bid Notification
Direct Technology Group, Inc	FL	Classification	2022-10-03 09:13:09	aaronr@directtechnologygroup.com	Bid Notification
Disaster Resistant Communities Grou	FL	Classification	2022-10-03 09:13:09	chrisfloyd@drc-group.com	Bid Notification
Diskovery Educational Systems	FL	Classification	2022-10-03 09:13:09	dan@diskovery.com	Bid Notification
Donatini Inc.	CA	Classification	2022-10-03 09:13:09	vince@johnsonhicksmarine.com	Bid Notification
Donelson Tutoring Specialists	TN	Classification	2022-10-03 09:13:09	camilla3495@gmail.com	Bid Notification
Door Armor by Fire Door Solutions	KS	Classification	2022-10-03 09:13:09	dthomas@firedoorarmor.com	Bid Notification
dormakaba USA Inc.	IN	Classification	2022-10-03 09:13:09	nicole.snider@dormakaba.com	Bid Notification
DOZER TACTICAL INC.	MI	Classification	2022-10-03 09:13:09	INFO@DOZERTACTICAL.COM	Bid Notification
Drellishak and Drellishak, Inc	OH	Classification	2022-10-03 09:13:09	EricD@protechsales.com	Bid Notification
DriveMInd Group	OH	Classification	2022-10-03 09:13:09	Jbostic@drivemindgroup.com	Bid Notification
DSi Video Systems LLC	CA	Classification	2022-10-03 09:13:09	cpierce@divsystems.com	Bid Notification
Dual Core LLC	PA	Classification	2022-10-03 09:13:09	tim_bupp@identocard.com	Bid Notification
Duos Technologies, Inc.	FL	Classification	2022-10-03 09:13:09	prf@duostech.com	Bid Notification
E W Wells Group	TX	Classification	2022-10-03 09:13:09	trisa.farrish@wellsgroup.us	Bid Notification
e-Watch Corporation	TX	Classification	2022-10-03 09:13:09	jmcvey@e-watch.com	Bid Notification
Eagle Door & Hardware	CA	Classification	2022-10-03 09:13:09	darrin.eagledoorandhardware@gmail.com	Bid Notification
ECB Enterprises	UT	Classification	2022-10-03 09:13:09	ecbenterprisesllc@gmail.com	Bid Notification
EdgeTech, Inc	CA	Classification	2022-10-03 09:13:09	paul@edgetechinc.com	Bid Notification
eDigitalDeals Inc	CA	Classification	2022-10-03 09:13:09	EDIGITALDEALS.PROMOS@GMAIL.COM	Bid Notification
EID Badges	IL	Classification	2022-10-03 09:13:09	tom@eidbadges.com	Bid Notification
Electronic Access Specialists Inc	FL	Classification	2022-10-03 09:13:09	timtwinam@southernlock.com	Bid Notification
Elert & Associates	FL	Classification	2022-10-03 09:13:09	peter.behnke@elert.com	Bid Notification
Empire Safety	CA	Classification	2022-10-03 09:13:09	tcrawford@empiresafety.com	Bid Notification
Enforcement Technology Group, Inc.	WI	Classification	2022-10-03 09:13:09	dave@etgi.us	Bid Notification

Engineering And Recording Inc	AZ	Classification	2022-10-03 09:13:09	info@ear.net	Bid Notification
ER Tech Systems Group Inc	FL	Classification	2022-10-03 09:13:09	pascale@broadcastsystemsinc.com	Bid Notification
Eta Phi Systems	FL	Classification	2022-10-03 09:13:09	sales@etatransit.com	Bid Notification
Etairos Corp. dba Western Data	CA	Classification	2022-10-03 09:13:09	mtaylor@westerndata.net	Bid Notification
Evolis, Inc.	RI	Classification	2022-10-03 09:13:09	pstone@evolis.com	Bid Notification
EXECUTIVE SECURITY GROUP INC	OH	Classification	2022-10-03 09:13:09	DBUFORD@EXECSECURITYGRPINC.COM	Bid Notification
ExhibitOne	AZ	Classification	2022-10-03 09:13:09	ssmith@exhibitone.com	Bid Notification
ExhibitOne Corporation	AZ	Classification	2022-10-03 09:13:09	rkennamer@exhibitone.com	Bid Notification
ExteriorBox	TX	Classification	2022-10-03 09:13:09	info@exteriorbox.com	Bid Notification
EyeP-Solutions	CA	Classification	2022-10-03 09:13:09	rich.timm@eyep-solutions.com	Bid Notification
F&E Trading	NJ	Classification	2022-10-03 09:13:09	samuels@fetrading.com	Bid Notification
F.E. Moran Special Hazard Systems	TX	Classification	2022-10-03 09:13:09	shanleigh.dixon@femoran.com	Bid Notification
Faith Technologies, Inc.	WI	Classification	2022-10-03 09:13:09	jeremiah.boughton@faithtechnologies.co	Bid Notification
Fast RFID	FL	Classification	2022-10-03 09:13:09	frank@fastrfid.com	Bid Notification
Federal Signal Corporation	IL	Classification	2022-10-03 09:13:09	gerickson2@fedsig.com	Bid Notification
Federal Signal Corporation	IL	Classification	2022-10-03 09:13:09	kroe@fedsig.com	Bid Notification
Feeney Wireless, LLC	OR	Classification	2022-10-03 09:13:09	sales@feeneywireless.com	Bid Notification
ferbak inc	CA	Classification	2022-10-03 09:13:09	SARAR@VISIONSOFOVIDEO.COM	Bid Notification
Fix In A Zip LLC	TX	Classification	2022-10-03 09:13:09	chris@fizuas.com	Bid Notification
Focus Camera LLC	NY	Classification	2022-10-03 09:13:09	bids@focuscamera.com	Bid Notification
Focused Technology	FL	Classification	2022-10-03 09:13:09	dswain@focusedtechnology.com	Bid Notification
FocusMicro, Inc.	WA	Classification	2022-10-03 09:13:09	bryan.irwin@focusmicro.com	Bid Notification
Foray, LLC	CA	Classification	2022-10-03 09:13:09	mtemple@foray.com	Bid Notification
Ford Audio Video Systems, LLC	TX	Classification	2022-10-03 09:13:09	tobit@fordav.com	Bid Notification
Fortior Solutions	OR	Classification	2022-10-03 09:13:09	cfresques@fortiorsolutions.com	Bid Notification
Frasco, Inc.	CA	Classification	2022-10-03 09:13:09	fay@frasco.com	Bid Notification
FRIED BROTHERS., INC.	PA	Classification	2022-10-03 09:13:09	bids@fbisecurity.com	Bid Notification
Fujitsu Network Communications	TX	Classification	2022-10-03 09:13:09	keith.lerch@fujitsu.com	Bid Notification
G T Distributors, Inc.	TX	Classification	2022-10-03 09:13:09	txbids@gtdist.com	Bid Notification
G4S Justice Services, LLC	GA	Classification	2022-10-03 09:13:09	registrations@us.g4s.com	Bid Notification
Garrett Metal Detectors	TX	Classification	2022-10-03 09:13:09	michael.womack@garrett.com	Bid Notification
Garrett Metal Detectors	TX	Classification	2022-10-18 13:25:29	michael.womack@garrett.com	Bid Answer
Garrett Metal Detectors	TX	Classification	2022-10-18 13:26:46	michael.womack@garrett.com	Bid Answer
Garrett Metal Detectors	TX	Classification	2022-10-18 13:27:21	michael.womack@garrett.com	Bid Answer
Garrett Metal Detectors	TX	Classification	2022-10-18 13:43:00	michael.womack@garrett.com	Addendum Notification
Garrett Metal Detectors	TX	Classification	2022-10-19 08:26:26	michael.womack@garrett.com	Bid Answer
Garrett Metal Detectors	TX	Classification	2022-10-19 08:43:02	michael.womack@garrett.com	Addendum Notification
Garrett Metal Detectors	TX	Classification	2022-10-24 08:42:19	michael.womack@garrett.com	Bid Answer
GATEKEEPER SYSTEMS INC.	PA	Classification	2022-10-03 09:13:09	contracts@gatekeeper-systems.com	Bid Notification
GBH Communications	CA	Classification	2022-10-03 09:13:09	hsnyder@gbh.com	Bid Notification
Genetec	QC	Classification	2022-10-03 09:13:09	pbelmonte@genetec.com	Bid Notification
GHA Technologies, Inc.	PA	Classification	2022-10-03 09:13:09	linda.schalles@gha-associates.com	Bid Notification
Giant Texan Security Investigation, L	TX	Classification	2022-10-03 09:13:09	solutions@texansecurity.com	Bid Notification
Global Unit 1 Security	CA	Classification	2022-10-03 09:13:09	ferdinandd@globalunit1.com	Bid Notification
GovConnection, Inc.	NH	Classification	2022-10-03 09:13:09	AHinojosa@govconnection.com	Bid Notification
Guardian Protection Force, Inc.	CA	Classification	2022-10-03 09:13:09	tmacgpoffice@gmail.com	Bid Notification
Guardian Technical	GA	Classification	2022-10-03 09:13:09	corey@guardianservicegroupinc.com	Bid Notification
Guitar Center Stores, Inc.	TX	Classification	2022-10-03 09:13:09	jmcDaniel@gcpro.com	Bid Notification
HALIFAX SECURITY INC	NJ	Classification	2022-10-03 09:13:09	SUZANNET@NAVCCCTV.COM	Bid Notification
Hall Pass	TX	Classification	2022-10-03 09:13:09	MMobley@HallPassID.com	Bid Notification
Haus Inc.	IL	Classification	2022-10-03 09:13:09	derek@hauscorporate.com	Bid Notification
HauteSpot Networks	CA	Classification	2022-10-03 09:13:09	Mike.Baron@hautspot.net	Bid Notification
HID Global	CA	Classification	2022-10-03 09:13:09	jillian.belles@hidglobal.com	Bid Notification
Hot Rod Cameras	CA	Classification	2022-10-03 09:13:09	lisa@hotrodcameras.com	Bid Notification
Howard Industries, Inc.	MS	Classification	2022-10-03 09:13:09	bids@howardcomputers.com	Bid Notification
HQE Systems, Inc.	CA	Classification	2022-10-03 09:13:09	bd@hqesystems.com	Bid Notification
HQE Systems, Inc.	CA	Classification	2022-10-03 09:13:09	Henry.Hernandez@hqesystems.com	Bid Notification
iBEAM Systems, Inc.	ID	Classification	2022-10-03 09:13:09	debbie@ibeamsystems.com	Bid Notification
ID Card Consultants, LLC	NY	Classification	2022-10-03 09:13:09	terri@idcardconsultants.com	Bid Notification
IdentiSys	MN	Classification	2022-10-03 09:13:09	angie_lueschen@identisys.com	Bid Notification
IDVIEW	TX	Classification	2022-10-03 09:13:09	shaun@idivew.com	Bid Notification
Industrial Video & Control	MA	Classification	2022-10-03 09:13:09	jwilliams@ivcco.com	Bid Notification
Inex Technologies	NJ	Classification	2022-10-03 09:13:09	anna@inexzamor.com	Bid Notification
INEX Technologies, LLC	TN	Classification	2022-10-03 09:13:09	kimk@inexzamor.com	Bid Notification
INEXZAMIR	TN	Classification	2022-10-03 09:13:09	jeffs@inexzamor.com	Bid Notification
INNOVATIVE BUSINESS SOFTWARE, I	TX	Classification	2022-10-03 09:13:09	TSM@IBSOFT-US.COM	Bid Notification

Inova Multimedia LLC	NJ	Classification	2022-10-03 09:13:09	armin.stalder@inova-multimedia-llc.com	Bid Notification
Insight LPR LLC	IN	Classification	2022-10-03 09:13:09	keri.weichers@location-services.com	Bid Notification
Installation One, Inc	CA	Classification	2022-10-03 09:13:09	adil.zekkani@installationone.com	Bid Notification
INTEC VIDEO SYSTEMS, INC.	CA	Classification	2022-10-03 09:13:09	dino@intecvideo.com	Bid Notification
Inter Technologies Corporation	IN	Classification	2022-10-03 09:13:09	kkumarage@intertech.tv	Bid Notification
Inter-Pacific, Inc.	CA	Classification	2022-10-03 09:13:09	khill@inter-pacific.com	Bid Notification
Inter-Pacific, Inc.	CA	Classification	2022-10-03 09:13:09	rkuk@inter-pacific.com	Bid Notification
Intercontinental Consulting Teams, I	OR	Classification	2022-10-03 09:13:09	greg_trullinger@icctcorp.com	Bid Notification
intermountain lock & security supply	UT	Classification	2022-10-03 09:13:09	zane.hickenlooper@imlss.com	Bid Notification
International Systems of America, LL	KY	Classification	2022-10-03 09:13:09	trosenblatt@isa-net.com	Bid Notification
INV Tech Services, LLC	GA	Classification	2022-10-03 09:13:09	admin@team-inv.com	Bid Notification
IPVision, LLC	AZ	Classification	2022-10-03 09:13:09	vlenzi@ipvis.com	Bid Notification
Iron Aegis LLC	CO	Classification	2022-10-03 09:13:09	eve.nava@ironaegis.com	Bid Notification
ISA Fire and Security	KY	Classification	2022-10-03 09:13:09	mdaugherty@isa-net.com	Bid Notification
IT Outlet, Inc.	SD	Invited	2022-10-17 09:46:33	ralfson@itoutlet.com	Bid Notification
IT Outlet, Inc.	SD	Invited	2022-10-18 13:25:29	ralfson@itoutlet.com	Bid Answer
IT Outlet, Inc.	SD	Invited	2022-10-18 13:26:46	ralfson@itoutlet.com	Bid Answer
IT Outlet, Inc.	SD	Invited	2022-10-18 13:27:21	ralfson@itoutlet.com	Bid Answer
IT Outlet, Inc.	SD	Invited	2022-10-18 13:43:00	ralfson@itoutlet.com	Addendum Notification
IT Outlet, Inc.	SD	Invited	2022-10-19 08:26:26	ralfson@itoutlet.com	Bid Answer
IT Outlet, Inc.	SD	Invited	2022-10-19 08:43:02	ralfson@itoutlet.com	Addendum Notification
IT Outlet, Inc.	SD	Invited	2022-10-24 08:42:18	ralfson@itoutlet.com	Bid Answer
JAVS	KY	Classification	2022-10-03 09:13:09	gabes@javs.com	Bid Notification
JM Fiber Optics, Inc.	CA	Classification	2022-10-03 09:13:09	info@jmfiberoptics.com	Bid Notification
JourneyEd.com, Inc	TX	Classification	2022-10-03 09:13:09	bmoore@journeyed.com	Bid Notification
JSA Technology Card Systems LP	MA	Classification	2022-10-03 09:13:09	info@atriumcampus.com	Bid Notification
Kaba Access & Data Systems America	TX	Classification	2022-10-03 09:13:09	david.wurtz@kaba.com	Bid Notification
KC Protective Services LLC	MO	Classification	2022-10-03 09:13:09	kevin@kcprotect.com	Bid Notification
Kingdom Security, Inc.	CA	Classification	2022-10-03 09:13:09	Yonis@kpsus.com	Bid Notification
Konica Minolta Business Solutions	VA	Classification	2022-10-03 09:13:09	statebids@kmbs.konicaminolta.us	Bid Notification
Konica Minolta Business Solutions	VA	Classification	2022-10-18 13:25:29	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2022-10-18 13:26:46	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2022-10-18 13:27:21	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2022-10-18 13:43:00	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2022-10-19 08:26:26	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2022-10-19 08:43:02	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2022-10-24 08:42:19	statebids@kmbs.konicaminolta.us	Bid Answer
Kratos Public Safety & Security	CA	Classification	2022-10-03 09:13:09	marianne.iannotta@kratospss.com	Bid Notification
Kustom Signals, Inc.	KS	Classification	2022-10-03 09:13:09	info@kustomsignals.com	Bid Notification
L-3 Mobile-Vision	NJ	Classification	2022-10-03 09:13:09	christine.morrissey@l-3com.com	Bid Notification
L-3 Mobile-Vision, inc.	NJ	Classification	2022-10-03 09:13:09	christine.morrissey@l-3com.com	Bid Notification
LEA AID	NC	Classification	2022-10-03 09:13:09	sales@leacorp.com	Bid Notification
Lekson Inc.	CA	Classification	2022-10-03 09:13:09	john@leksoninc.com	Bid Notification
Less Lethal	OH	Classification	2022-10-03 09:13:09	rjuler@LessLethalProducts.com	Bid Notification
LMG LLC	TN	Classification	2022-10-03 09:13:09	tim.slade@lmg.net	Bid Notification
LobbyGuard Solutions, LLC	NC	Classification	2022-10-03 09:13:09	michelle.clark@lobbyguard.com	Bid Notification
Looxie	CA	Classification	2022-10-03 09:13:09	rcallison@vidcie.com	Bid Notification
Loss Prevention Systems, Inc.	CA	Classification	2022-10-03 09:13:09	eric_straub@2noloss.com	Bid Notification
Low Voltage Integrators LLC	WY	Classification	2022-10-03 09:13:09	adrian@lvillc.net	Bid Notification
Low Voltage Wiring, LTD	CO	Classification	2022-10-03 09:13:09	AWilson@lvw.com	Bid Notification
M&A Technology	TX	Classification	2022-10-03 09:13:09	dcooper@macomp.com	Bid Notification
M.C. Dean, Inc.	VA	Classification	2022-10-03 09:13:09	proposal.center@mcdean.com	Bid Notification
M.H. Sevice	TX	Classification	2022-10-03 09:13:09	michael@michaelholdman.com	Bid Notification
MAI Media Group LLC	OH	Classification	2022-10-03 09:13:09	erum@eye3data.com	Bid Notification
Man & Machine	FL	Classification	2022-10-03 09:13:09	elmer@mmipsg.com	Bid Notification
Marco Technologies, LLC	MN	Classification	2022-10-03 09:13:09	terri.brakke@marconet.com	Bid Notification
Marco Technologies, LLC	MN	Classification	2022-10-18 13:25:29	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2022-10-18 13:26:46	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2022-10-18 13:27:21	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2022-10-18 13:43:00	terri.brakke@marconet.com	Addendum Notification
Marco Technologies, LLC	MN	Classification	2022-10-19 08:26:26	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2022-10-19 08:43:02	terri.brakke@marconet.com	Addendum Notification
Marco Technologies, LLC	MN	Classification	2022-10-24 08:42:19	terri.brakke@marconet.com	Bid Answer
Mavlon Tech, Inc.	CA	Classification	2022-10-03 09:13:09	judy@mavlontech.com	Bid Notification
MAXSUR	TX	Classification	2022-10-03 09:13:09	jlhamann@maxsur.com	Bid Notification
Maxxess Systems	CA	Classification	2022-10-03 09:13:09	zahmed@maxxess-systems.com	Bid Notification

Maxxess Systems	CA	Classification	2022-10-18 13:25:29	zahmed@maxxess-systems.com	Bid Answer
Maxxess Systems	CA	Classification	2022-10-18 13:26:46	zahmed@maxxess-systems.com	Bid Answer
Maxxess Systems	CA	Classification	2022-10-18 13:27:21	zahmed@maxxess-systems.com	Bid Answer
Maxxess Systems	CA	Classification	2022-10-18 13:43:00	zahmed@maxxess-systems.com	Addendum Notification
Maxxess Systems	CA	Classification	2022-10-19 08:26:26	zahmed@maxxess-systems.com	Bid Answer
Maxxess Systems	CA	Classification	2022-10-19 08:43:02	zahmed@maxxess-systems.com	Addendum Notification
Maxxess Systems	CA	Classification	2022-10-24 08:42:19	zahmed@maxxess-systems.com	Bid Answer
MCD Solutions Inc.	MN	Classification	2022-10-03 09:13:09	jlee@mcdsolutions.biz	Bid Notification
Mechdyne corp	IA	Classification	2022-10-03 09:13:09	ian.hamilton@mechdyne.com	Bid Notification
Media Concepts, Inc	OK	Classification	2022-10-03 09:13:09	gdennis@mediaconcepts.tv	Bid Notification
MediaSolv	CA	Classification	2022-10-03 09:13:09	rcarreon@mediasolvcorp.com	Bid Notification
Melzak Media	CA	Classification	2022-10-03 09:13:09	rj@melzakmedia.com	Bid Notification
Millenium Products Inc	MI	Classification	2022-10-03 09:13:09	info@milleniumproducts.net	Bid Notification
Millenium Products, Inc.	FL	Classification	2022-10-03 09:13:09	info@milleniumproducts.net	Bid Notification
Minuteman Security Technologies, Inc	IL	Classification	2022-10-03 09:13:09	jyarno@minutemanst.com	Bid Notification
Mirapath, Inc.	CA	Classification	2022-10-03 09:13:09	supplierdiversity@mirapath.com	Bid Notification
Mistral Security Incorporated	MD	Classification	2022-10-03 09:13:09	cgriffiths@mistralgroup.com	Bid Notification
Mobilight International Inc.	UT	Classification	2022-10-03 09:13:09	Mike@mobilight.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2022-10-03 09:13:09	Kraymerp@modernimagingsolutions.com	Bid Notification
monarch products corp	FL	Classification	2022-10-03 09:13:09	sales@monarchproductscorp.com	Bid Notification
Monument Security, Inc	CA	Classification	2022-10-03 09:13:09	djohnson@monumentsecurity.com	Bid Notification
Morse Watchmans, Inc.	CT	Classification	2022-10-03 09:13:09	barbara@morsewatchman.com	Bid Notification
National Business Investigations, Inc.	CA	Classification	2022-10-03 09:13:09	Vdovifaaz@security-mps.com	Bid Notification
NEWCOM Wireless Services LLC	MA	Classification	2022-10-03 09:13:09	kristine@newcomglobal.com	Bid Notification
NMS	AK	Classification	2022-10-03 09:13:09	karen.allmann@nmsusa.com	Bid Notification
Northland Controls	CA	Classification	2022-10-03 09:13:09	DBIERLY@NORTHLANDCONTROLS.COM	Bid Notification
NorthStar Protective Services	MA	Classification	2022-10-03 09:13:09	bdoughtynsps@yahoo.com	Bid Notification
NovaTech	QC	Self Invited	2022-10-18 13:25:29	quotes@gtechresearch.com	Bid Answer
NovaTech	QC	Self Invited	2022-10-18 13:26:46	quotes@gtechresearch.com	Bid Answer
NovaTech	QC	Self Invited	2022-10-18 13:27:21	quotes@gtechresearch.com	Bid Answer
NovaTech	QC	Self Invited	2022-10-18 13:43:00	quotes@gtechresearch.com	Addendum Notification
NovaTech	QC	Self Invited	2022-10-19 08:26:26	quotes@gtechresearch.com	Bid Answer
NovaTech	QC	Self Invited	2022-10-19 08:43:02	quotes@gtechresearch.com	Addendum Notification
NovaTech	QC	Self Invited	2022-10-24 08:42:19	quotes@gtechresearch.com	Bid Answer
NovoaGlobal, Inc.	FL	Classification	2022-10-12 14:49:09	marketing@novoaglobal.com	Bid Notification
OBSIDIAN INTEGRATION LLC	OR	Classification	2022-10-03 09:13:09	chris@obsidianintegration.com	Bid Notification
Ocean Inc	MI	Classification	2022-10-03 09:13:09	nadeem.hamid@oceaninc.com	Bid Notification
OD Security North America	TX	Classification	2022-10-03 09:13:09	lukas.richter@odsecuritytna.com	Bid Notification
OEM Micro Solutions, Inc.	MI	Classification	2022-10-03 09:13:09	ddowns@oemmicro.com	Bid Notification
Okos Inc	CA	Classification	2022-10-03 09:13:09	lee@okos.ca	Bid Notification
Okos Inc	CA	Classification	2022-10-18 13:25:29	lee@okos.ca	Bid Answer
Okos Inc	CA	Classification	2022-10-18 13:26:46	lee@okos.ca	Bid Answer
Okos Inc	CA	Classification	2022-10-18 13:27:21	lee@okos.ca	Bid Answer
Okos Inc	CA	Classification	2022-10-18 13:43:00	lee@okos.ca	Addendum Notification
Okos Inc	CA	Classification	2022-10-19 08:26:26	lee@okos.ca	Bid Answer
Okos Inc	CA	Classification	2022-10-19 08:43:02	lee@okos.ca	Addendum Notification
Okos Inc	CA	Classification	2022-10-24 08:42:19	lee@okos.ca	Bid Answer
Olympus PSS	TX	Classification	2022-10-03 09:13:09	ric.diaz@olympusprotection.com	Bid Notification
Paladin General Contractors	WA	Classification	2022-10-03 09:13:09	admin@paladinyakima.com	Bid Notification
Panasonic i-PRO Sensing Solutions Co	TX	Classification	2022-10-03 09:13:09	amyw.lee@us.panasonic.com	Bid Notification
Pelco by Schneider Electric	WA	Classification	2022-10-03 09:13:09	advprotection@gmail.com	Bid Notification
Per Mar Security & Research Corp	IA	Classification	2022-10-03 09:13:09	jstoddard@permarsecurity.com	Bid Notification
PetroCloud LLC	TX	Classification	2022-10-03 09:13:09	ron.ward@twenty20solutions.com	Bid Notification
Pinkerton Consulting & Investigation	MI	Classification	2022-10-03 09:13:09	austin.uwakwe@pinkerton.com	Bid Notification
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-03 09:13:09	nmeredith@p2abc.com	Bid Notification
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-18 13:25:29	nmeredith@p2abc.com	Bid Answer
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-18 13:26:46	nmeredith@p2abc.com	Bid Answer
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-18 13:27:21	nmeredith@p2abc.com	Bid Answer
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-18 13:43:00	nmeredith@p2abc.com	Addendum Notification
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-19 08:26:26	nmeredith@p2abc.com	Bid Answer
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-19 08:43:02	nmeredith@p2abc.com	Addendum Notification
Pinnacle Integrated Systems, Inc.	PA	Classification	2022-10-24 08:42:19	nmeredith@p2abc.com	Bid Answer
Pixel Connection	OH	Classification	2022-10-03 09:13:09	EDU@ThePixelConnection.com	Bid Notification
PowerPhoto Corp	NJ	Classification	2022-10-03 09:13:09	yoni@powerphotocorp.com	Bid Notification
PREMIER ISA	TX	Classification	2022-10-03 09:13:09	Jblake@premier-isa.com	Bid Notification
PRO SOUND, INC	FL	Classification	2022-10-03 09:13:09	jon.evans@solotech.com	Bid Notification

Pro Sound, Inc. - dba, Pro Sound & V	FL	Classification	2022-10-03 09:13:09	rhill@prosound.net	Bid Notification
Pro-Vision Video Systems Inc.	MI	Classification	2022-10-03 09:13:09	steve.wagasky@seeingissafety.com	Bid Notification
PRO-VISION, INC	MI	Classification	2022-10-03 09:13:09	bids@provisionusa.com	Bid Notification
Prosegur Security USA	VA	Classification	2022-10-03 09:13:09	nicole.fikes@prosegur.com	Bid Notification
PSX Inc	PA	Classification	2022-10-03 09:13:09	don.herpin@psxgroup.com	Bid Notification
Radio Engineering Industries, Inc.	NE	Classification	2022-10-03 09:13:09	rfp@radioeng.com	Bid Notification
Radio Engineering Industries, Inc.	NE	Classification	2022-10-18 13:25:29	rfp@radioeng.com	Bid Answer
Radio Engineering Industries, Inc.	NE	Classification	2022-10-18 13:26:46	rfp@radioeng.com	Bid Answer
Radio Engineering Industries, Inc.	NE	Classification	2022-10-18 13:27:21	rfp@radioeng.com	Bid Answer
Radio Engineering Industries, Inc.	NE	Classification	2022-10-18 13:43:00	rfp@radioeng.com	Addendum Notification
Radio Engineering Industries, Inc.	NE	Classification	2022-10-19 08:26:26	rfp@radioeng.com	Bid Answer
Radio Engineering Industries, Inc.	NE	Classification	2022-10-19 08:43:02	rfp@radioeng.com	Addendum Notification
Radio Engineering Industries, Inc.	NE	Classification	2022-10-24 08:42:19	rfp@radioeng.com	Bid Answer
Raven's Vue	CO	Classification	2022-10-03 09:13:09	Peggy@ravensvue.com	Bid Notification
Response Technologies	OH	Classification	2022-10-03 09:13:09	erind@response-technologies.com	Bid Notification
Response Technologies, Ltd	OH	Classification	2022-10-03 09:13:09	bray@response-technologies.com	Bid Notification
RetroLock Corp.	CA	Classification	2022-10-03 09:13:09	david@retrolock.com	Bid Notification
Reveal USA	NC	Classification	2022-10-03 09:13:09	jay.newbern@revealmedia.com	Bid Notification
Rhombus Systems, Inc.	CA	Classification	2022-10-03 09:13:09	james@rhombussystems.com	Bid Notification
Riverland Technologies	MS	Classification	2022-10-03 09:13:09	Rrobinson@riverland-tech.com	Bid Notification
RKO MEDIA LLC	PA	Classification	2022-10-03 09:13:09	scott@rkomedia.net	Bid Notification
Rologard Global Company, llc	ND	Classification	2022-10-03 09:13:09	info@rologard.com	Bid Notification
Royal Media Network	MD	Classification	2022-10-03 09:13:09	renz@royalimagingsolutions.com,neth@r	Bid Notification
Royal Media Network INC	MD	Classification	2022-10-03 09:13:09	Mica@royalimagingsolutions.com	Bid Notification
RTX Solutions, LLC	MN	Classification	2022-10-03 09:13:09	bseyller@rtxsolutions.net	Bid Notification
S2 Security	MA	Classification	2022-10-03 09:13:09	enelson@s2sys.com	Bid Notification
S4 Worldwide, LLC.	PA	Classification	2022-10-03 09:13:09	jim@s4worldwide.com	Bid Notification
SAFETY SUPPLY INC	TX	Classification	2022-10-03 09:13:09	shelley@SAFETYSUPPLYINC.COM	Bid Notification
Safety Vision LLC	TX	Classification	2022-10-03 09:13:09	lroach@safetyvision.com	Bid Notification
Safeware Inc	MD	Self Invited	2022-10-18 13:25:29	jfaulkner@safewareinc.com	Bid Answer
Safeware Inc	MD	Self Invited	2022-10-18 13:26:46	jfaulkner@safewareinc.com	Bid Answer
Safeware Inc	MD	Self Invited	2022-10-18 13:27:21	jfaulkner@safewareinc.com	Bid Answer
Safeware Inc	MD	Self Invited	2022-10-18 13:43:00	jfaulkner@safewareinc.com	Addendum Notification
Safeware Inc	MD	Self Invited	2022-10-19 08:26:26	jfaulkner@safewareinc.com	Bid Answer
Safeware Inc	MD	Self Invited	2022-10-19 08:43:02	jfaulkner@safewareinc.com	Addendum Notification
Safeware Inc	MD	Self Invited	2022-10-24 08:42:19	jfaulkner@safewareinc.com	Bid Answer
Safeware Inc.	CO	Classification	2022-10-03 09:13:09	dhyatt@safewareinc.com	Bid Notification
SafeWood Designs, Inc	MN	Classification	2022-10-03 09:13:09	Jasonh@safewooddesigns.com	Bid Notification
SAFS, INC.	WA	Classification	2022-10-03 09:13:09	f.randall@safsinc.com	Bid Notification
Samsung Opto-Electronics America,	NJ	Classification	2022-10-03 09:13:09	a.vansant@hanwha.com	Bid Notification
Samsung SDS America	NJ	Classification	2022-10-03 09:13:09	bids.sdsa@samsung.com	Bid Notification
Sandia International Inc	TX	Classification	2022-10-03 09:13:09	alex@sandiainternational.com	Bid Notification
Sandia International Inc	TX	Classification	2022-10-18 13:25:29	alex@sandiainternational.com	Bid Answer
Sandia International Inc	TX	Classification	2022-10-18 13:26:46	alex@sandiainternational.com	Bid Answer
Sandia International Inc	TX	Classification	2022-10-18 13:27:21	alex@sandiainternational.com	Bid Answer
Sandia International Inc	TX	Classification	2022-10-18 13:43:00	alex@sandiainternational.com	Addendum Notification
Sandia International Inc	TX	Classification	2022-10-19 08:26:26	alex@sandiainternational.com	Bid Answer
Sandia International Inc	TX	Classification	2022-10-19 08:43:02	alex@sandiainternational.com	Addendum Notification
Sandia International Inc	TX	Classification	2022-10-24 08:42:19	alex@sandiainternational.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2022-10-18 13:25:29	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2022-10-18 13:26:46	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2022-10-18 13:27:21	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2022-10-18 13:43:00	jpdas@eii-usa.com	Addendum Notification
School Wholesale Supplies LLC	TN	Self Invited	2022-10-19 08:26:26	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2022-10-19 08:43:02	jpdas@eii-usa.com	Addendum Notification
School Wholesale Supplies LLC	TN	Self Invited	2022-10-24 08:42:19	jpdas@eii-usa.com	Bid Answer
scope ltd corp	FL	Classification	2022-10-03 09:13:09	jmatyuf@scopeltd.com	Bid Notification
scope ltd corp	FL	Classification	2022-10-18 13:25:29	jmatyuf@scopeltd.com	Bid Answer
scope ltd corp	FL	Classification	2022-10-18 13:26:46	jmatyuf@scopeltd.com	Bid Answer
scope ltd corp	FL	Classification	2022-10-18 13:27:21	jmatyuf@scopeltd.com	Bid Answer
scope ltd corp	FL	Classification	2022-10-18 13:43:00	jmatyuf@scopeltd.com	Addendum Notification
scope ltd corp	FL	Classification	2022-10-19 08:26:26	jmatyuf@scopeltd.com	Bid Answer
scope ltd corp	FL	Classification	2022-10-19 08:43:02	jmatyuf@scopeltd.com	Addendum Notification
scope ltd corp	FL	Classification	2022-10-24 08:42:19	jmatyuf@scopeltd.com	Bid Answer
Scott Bickwid	FL	Classification	2022-10-03 09:13:09	sbickwid@cfl.rr.com	Bid Notification
SDI Presence LLC	IL	Classification	2022-10-03 09:13:09	bjackson@sdienterprises.com	Bid Notification

SDI Solutions Inc	IL	Classification	2022-10-03 09:13:09	cbrunner@sdisolutions.com	Bid Notification
Securely Yours LLC	MI	Classification	2022-10-03 09:13:09	sajayrai@securelyyoursllc.com	Bid Notification
SecureTech Systems Inc.	TX	Classification	2022-10-03 09:13:09	kathy.engroff@securetechwave.com	Bid Notification
Securitas Electronic Security, Inc.	OH	Classification	2022-10-03 09:13:09	jeff.joseph@securitates.com	Bid Notification
Security Design, Inc.	MI	Classification	2022-10-03 09:13:09	dmrochon@eosi.com	Bid Notification
Security Group One, Inc.	MD	Classification	2022-10-03 09:13:09	secgo1@gmail.com	Bid Notification
Security Install Solutions, Inc.	CO	Classification	2022-10-03 09:13:09	jill.mcclain@secinstall.com	Bid Notification
Securus Technologies, Inc.	TX	Classification	2022-10-03 09:13:09	SalesDirector@securustechnologies.com	Bid Notification
Sensen Networks Inc	NV	Classification	2022-10-03 09:13:09	global-tenders@sensen.ai	Bid Notification
Sensen Networks Inc	NV	Classification	2022-10-18 13:25:29	global-tenders@sensen.ai	Bid Answer
Sensen Networks Inc	NV	Classification	2022-10-18 13:26:46	global-tenders@sensen.ai	Bid Answer
Sensen Networks Inc	NV	Classification	2022-10-18 13:27:21	global-tenders@sensen.ai	Bid Answer
Sensen Networks Inc	NV	Classification	2022-10-18 13:43:00	global-tenders@sensen.ai	Addendum Notification
Sensen Networks Inc	NV	Classification	2022-10-19 08:26:26	global-tenders@sensen.ai	Bid Answer
Sensen Networks Inc	NV	Classification	2022-10-19 08:43:02	global-tenders@sensen.ai	Addendum Notification
Sensen Networks Inc	NV	Classification	2022-10-24 08:42:19	global-tenders@sensen.ai	Bid Answer
Sentry Systems, INC	MN	Classification	2022-10-03 09:13:09	jpetersen@thesaferchoice.com	Bid Notification
Seon Design Inc	BC	Classification	2022-10-03 09:13:09	sdaviss@safefleet.net	Bid Notification
Sforzando Technologies Inc.	UT	Classification	2022-10-03 09:13:09	josh@sfztech.com	Bid Notification
She's A Pistol, LLC	KS	Classification	2022-10-03 09:13:09	rfq@shesapistol.com	Bid Notification
Show System Integrators	FL	Classification	2022-10-03 09:13:09	sales@showsys.us	Bid Notification
Sigma Surveillance, Inc. DBA STS360	TX	Classification	2022-10-03 09:13:09	john@sts360.com	Bid Notification
SISCO	FL	Classification	2022-10-03 09:13:09	jchaplin@siscocorp.com	Bid Notification
SKC Communication Products, LLC	KS	Classification	2022-10-03 09:13:09	bid.desk@skccom.com	Bid Notification
SMCI LLC	FL	Classification	2022-10-03 09:13:09	allanh@smcillc.com	Bid Notification
Sony Electronics	NJ	Classification	2022-10-03 09:13:09	Shari.sentlowitz@am.sony.com	Bid Notification
Southern Folger Detention Equipment	TX	Classification	2022-10-03 09:13:09	jharris@southernfolger.com	Bid Notification
Special Services Group, LLC	CA	Classification	2022-10-03 09:13:09	sdavis@specialservicesgroup.us	Bid Notification
SpeedTech Lights	TX	Classification	2022-10-03 09:13:09	marketing@speedtechlights.com	Bid Notification
Stanley Convergent Security Solutions	IN	Classification	2022-10-03 09:13:09	matt.hildebrand@sbdinc.com	Bid Notification
Stanley Convergent Security Solutions	IN	Classification	2022-10-03 09:13:09	steve.baker@sbdinc.com	Bid Notification
Stanley Security Solutions	IN	Classification	2022-10-03 09:13:09	Nicole.Snider@sbdinc.com	Bid Notification
Star Asset Security, LLC	SC	Classification	2022-10-03 09:13:09	mherndon@securethinking.com	Bid Notification
Star Asset Security, LLC	SC	Classification	2022-10-18 13:25:29	mherndon@securethinking.com	Bid Answer
Star Asset Security, LLC	SC	Classification	2022-10-18 13:26:46	mherndon@securethinking.com	Bid Answer
Star Asset Security, LLC	SC	Classification	2022-10-18 13:27:21	mherndon@securethinking.com	Bid Answer
Star Asset Security, LLC	SC	Classification	2022-10-18 13:43:00	mherndon@securethinking.com	Addendum Notification
Star Asset Security, LLC	SC	Classification	2022-10-19 08:26:26	mherndon@securethinking.com	Bid Answer
Star Asset Security, LLC	SC	Classification	2022-10-19 08:43:02	mherndon@securethinking.com	Addendum Notification
Star Asset Security, LLC	SC	Classification	2022-10-24 08:42:19	mherndon@securethinking.com	Bid Answer
starblast	CA	Classification	2022-10-03 09:13:09	john@starblast.com	Bid Notification
Starside Security	CA	Classification	2022-10-03 09:13:09	ycoventry@starside.com	Bid Notification
Sticha Brothers LTD	WI	Classification	2022-10-03 09:13:09	george@sosonic.com	Bid Notification
STRACK, INC	VA	Classification	2022-10-03 09:13:09	bids@strack-inc.com	Bid Notification
Stratus Security Management, Inc.	MI	Classification	2022-10-03 09:13:09	michaelb@StratusSecurity.net	Bid Notification
STT Inc.	MI	Classification	2022-10-03 09:13:09	calvin@sttsecurity.com	Bid Notification
Surveillance One, Inc.	CO	Classification	2022-10-03 09:13:09	david.lewin@survone.com	Bid Notification
SURVEILLANCE SYSTEMS INTEGRATION	CA	Classification	2022-10-03 09:13:09	greno@ssicctv.com	Bid Notification
Sword & Shield Enterprise Security	TN	Classification	2022-10-03 09:13:09	brc@swordshield.com	Bid Notification
TAC Operating Company	UT	Classification	2022-10-03 09:13:09	info@insightdigitalsignage.com	Bid Notification
Tac-One Security and Surveillance	OR	Classification	2022-10-03 09:13:09	s.almon@tac-one.us	Bid Notification
Tactical & Survival Specialties, Inc	VA	Classification	2022-10-03 09:13:09	registrations@tacsurv.com	Bid Notification
Talon Executive Services	CA	Classification	2022-10-03 09:13:09	lvirtue@talonexec.net	Bid Notification
Technical Security Integration, inc	CA	Classification	2022-10-03 09:13:09	edita@tsihd.com	Bid Notification
Technical Security Integration, Inc	CA	Classification	2022-10-03 09:13:09	info@tsihd.com	Bid Notification
Technical Security Integration, Inc	CA	Classification	2022-10-18 13:25:29	info@tsihd.com	Bid Answer
Technical Security Integration, Inc	CA	Classification	2022-10-18 13:26:46	info@tsihd.com	Bid Answer
Technical Security Integration, Inc	CA	Classification	2022-10-18 13:27:21	info@tsihd.com	Bid Answer
Technical Security Integration, Inc	CA	Classification	2022-10-18 13:43:00	info@tsihd.com	Addendum Notification
Technical Security Integration, Inc	CA	Classification	2022-10-19 08:26:26	info@tsihd.com	Bid Answer
Technical Security Integration, Inc	CA	Classification	2022-10-19 08:43:02	info@tsihd.com	Addendum Notification
Technical Security Integration, Inc	CA	Classification	2022-10-24 08:42:19	info@tsihd.com	Bid Answer
Technology Install Partners	OH	Classification	2022-10-03 09:13:09	ryan@technologyinstallpartners.com	Bid Notification
Technomedia Solutions, LLC	FL	Classification	2022-10-03 09:13:09	rfischetti@gotechnomedia.com	Bid Notification
Teer Engineering	FL	Classification	2022-10-03 09:13:09	jharlow@teerengineering.com	Bid Notification
tender Impulse	IN	Classification	2022-10-03 09:13:09	altafk60@gmail.com	Bid Notification

Terra Verde LLC	AZ	Classification	2022-10-03 09:13:09	edward.vasko@terraverdeservices.com	Bid Notification
TESSCO Inc	MD	Classification	2022-10-03 09:13:09	bid@tessco.com	Bid Notification
TESSCO Technologies	MD	Classification	2022-10-03 09:13:09	estevesd@tessco.com	Bid Notification
Texas Media Systems, Ltd	TX	Classification	2022-10-03 09:13:09	ron@tmsav.com	Bid Notification
The CBORD Group, Inc.	NY	Classification	2022-10-03 09:13:09	ant@cbord.com	Bid Notification
Threat Reduction Solutions LLC	CA	Classification	2022-10-03 09:13:09	stuart.reiken@threatreduction.com	Bid Notification
Tierney Brothers	MN	Self Invited	2022-10-18 13:25:29	chrisjensen@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Self Invited	2022-10-18 13:26:46	chrisjensen@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Self Invited	2022-10-18 13:27:21	chrisjensen@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Self Invited	2022-10-18 13:43:00	chrisjensen@tierneybrothers.com	Addendum Notification
Tierney Brothers	MN	Self Invited	2022-10-19 08:26:26	chrisjensen@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Self Invited	2022-10-19 08:43:02	chrisjensen@tierneybrothers.com	Addendum Notification
Tierney Brothers	MN	Self Invited	2022-10-24 08:42:19	chrisjensen@tierneybrothers.com	Bid Answer
Tigerdirect Inc	FL	Classification	2022-10-03 09:13:09	Derek.James@Tigerdirect.com	Bid Notification
Tower Products INC dba Markertek	NY	Classification	2022-10-03 09:13:09	edusales@markertek.com	Bid Notification
Tower Products, Inc.	NY	Classification	2022-10-03 09:13:09	govtsales@markertek.com	Bid Notification
TRAC	IL	Classification	2022-10-03 09:13:09	sb@tracmonitor.com	Bid Notification
Transportation Solutions and Lighting	FL	Classification	2022-10-03 09:13:09	brad@tsandl.us	Bid Notification
TRC Engineers, Inc.	TX	Classification	2022-10-03 09:13:09	bhawk@trcsolutions.com	Bid Notification
TRC Engineers, Inc.	TX	Classification	2022-10-18 13:25:29	bhawk@trcsolutions.com	Bid Answer
TRC Engineers, Inc.	TX	Classification	2022-10-18 13:26:46	bhawk@trcsolutions.com	Bid Answer
TRC Engineers, Inc.	TX	Classification	2022-10-18 13:27:21	bhawk@trcsolutions.com	Bid Answer
TRC Engineers, Inc.	TX	Classification	2022-10-18 13:43:00	bhawk@trcsolutions.com	Addendum Notification
TRC Engineers, Inc.	TX	Classification	2022-10-19 08:26:26	bhawk@trcsolutions.com	Bid Answer
TRC Engineers, Inc.	TX	Classification	2022-10-19 08:43:02	bhawk@trcsolutions.com	Addendum Notification
TRC Engineers, Inc.	TX	Classification	2022-10-24 08:42:19	bhawk@trcsolutions.com	Bid Answer
Tri State Camera	NY	Classification	2022-10-03 09:13:09	shmayaf@tristatecamera.com	Bid Notification
Trofholtz Technologies, Inc.	CA	Classification	2022-10-03 09:13:09	bids@trofholtz.com	Bid Notification
Troxell Communications, Inc.	AZ	Classification	2022-10-03 09:13:09	joe.desola@trox.com	Bid Notification
TWA, dba Digital Video Midwest	KS	Classification	2022-10-03 09:13:09	info@digitalvideomidwest.com	Bid Notification
UDT	NJ	Classification	2022-10-03 09:13:09	bill@udtech-usa.com	Bid Notification
Ultra Inc.	ND	Classification	2022-10-03 09:13:09	tschatz@connectingpoint.biz	Bid Notification
Unilux LTD	MD	Classification	2022-10-03 09:13:09	laura@uniluxltd.com	Bid Notification
Universal Protection Service, LP DBA	CO	Classification	2022-10-03 09:13:09	govservices@alliedbarton.com	Bid Notification
US Testing Equipment	WA	Classification	2022-10-03 09:13:09	lindsey@ustesting.com	Bid Notification
USIQ, Inc.	IL	Classification	2022-10-03 09:13:09	registrations@usiq.com	Bid Notification
Valiant National AV Supply	NJ	Classification	2022-10-03 09:13:09	rwolsten@800valiant.com	Bid Notification
Vantage Technology Consulting Group	CA	Classification	2022-10-03 09:13:09	jennifer.horito@vantagetcg.com	Bid Notification
Verizon	AZ	Classification	2022-10-03 09:13:09	patrick.learned@one.verizon.com	Bid Notification
Verkada	CA	Classification	2022-10-03 09:13:09	garrison.goodman@verkada.com	Bid Notification
Vetted Security Solutions	FL	Classification	2022-10-03 09:13:09	bids@vettedsecuritysolutions.com	Bid Notification
Video Insight	TX	Classification	2022-10-03 09:13:09	bgenzer@video-insight.com	Bid Notification
Video Insight, Inc	TX	Classification	2022-10-03 09:13:09	olegt@video-insight.com	Bid Notification
Video Insight, Inc.	TX	Classification	2022-10-03 09:13:09	lrichardson@video-insight.com	Bid Notification
Videotape Products Inc	CA	Classification	2022-10-03 09:13:09	johnn@vtpcorp.com	Bid Notification
VIEVU	WA	Classification	2022-10-03 09:13:09	STEPHANIEO@VIEVU.COM	Bid Notification
VIEVU, LLC	WA	Classification	2022-10-03 09:13:09	james@vievu.com	Bid Notification
ViON Corporation	VA	Classification	2022-10-03 09:13:09	atallec@vion.com	Bid Notification
ViON Corporation	VA	Classification	2022-10-03 09:13:09	armelle.taltec@vion.com	Bid Notification
Virtual Surveillance	TX	Classification	2022-10-03 09:13:09	aelgersma@vs-us.com	Bid Notification
Visionality	TX	Classification	2022-10-03 09:13:09	jack@visionality.com	Bid Notification
Vismo Limited	NJ	Classification	2022-10-03 09:13:09	michaelkendra@vismo.com	Bid Notification
Visualedtech, Inc	NJ	Classification	2022-10-03 09:13:09	vised@optonline.net	Bid Notification
Vitec Broadcast Services	CA	Classification	2022-10-03 09:13:09	jhalverson@bexel.com	Bid Notification
Voice Products Inc.	KS	Classification	2022-10-03 09:13:09	sales@voiceproducts.com	Bid Notification
Voti Inc.	QC	Classification	2022-10-03 09:13:09	jonathan.feist@votidetec.com	Bid Notification
VSA, Inc.	NE	Classification	2022-10-03 09:13:09	andrea@vsa1.com	Bid Notification
VSA, Inc.	NE	Classification	2022-10-03 09:13:09	danny@vsa1.com	Bid Notification
W B HUNT CO	MA	Classification	2022-10-03 09:13:09	stanley.goldberg@verizon.net	Bid Notification
W.B. Hunt Co., Inc	MA	Classification	2022-10-03 09:13:09	mweiskoff@huntsphoto.com	Bid Notification
Wachter, Inc	KS	Classification	2022-10-03 09:13:09	susanna.hill@wachter.com	Bid Notification
WALTER KLEIN	NY	Classification	2022-10-03 09:13:09	walter@alphasum.com	Bid Notification
Western Services LLC	WY	Classification	2022-10-03 09:13:09	doug_westernservices@vcn.com	Bid Notification
Wolfcom Enterprises	CA	Classification	2022-10-03 09:13:09	legal@wolfcomglobal.com	Bid Notification
XEKU CORPORATION	NY	Classification	2022-10-03 09:13:09	charlesj@xekucorp.com	Bid Notification
Xtek Partners Inc	OH	Classification	2022-10-03 09:13:09	dtravis@xtekpartners.com	Bid Notification

XYPLES LLC	CA	Classification	2022-10-03 09:13:09	tokonkwor@xyples.com	Bid Notification
Zalmen Reiss and Associates, Inc.	NY	Classification	2022-10-03 09:13:09	govsales@zreiss.com	Bid Notification
Zenn Outfitters L.L.C	NC	Classification	2022-10-03 09:13:09	info@zenngroup.com	Bid Notification
ZeroEyes LLC	PA	Classification	2022-10-03 09:13:09	dustin@zeroeyes.com	Bid Notification
Zhero Tactical	VA	Classification	2022-10-03 09:13:09	headquarters@zherotactical.com	Bid Notification

Access Report

Agency

Cooperative Purchasing Connection

Bid Number

23.3

Bid Title

Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
School Wholesale Supplies LLC	2022-10-04 12:24 AM CDT	2022-10-06 05:32 AM CDT	RFP 23.3 - Security and Door Access Control.pdf	
Command Corp.	2022-10-28 09:38 AM CDT	2022-10-28 09:38 AM CDT		
CML Security	2022-10-31 10:34 AM CDT	2022-10-31 10:34 AM CDT		
ADB Companies, Inc.	2022-10-03 10:15 AM CDT	2022-10-03 10:36 AM CDT	RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - Security and Door Access Control.pdf RFP 23.3 - General Terms and Conditions.pdf	
AllState Communication	2022-10-03 05:25 PM CDT	2022-10-24 10:17 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Rhombus Systems, Inc.	2022-10-03 03:23 PM CDT	2022-10-03 03:23 PM CDT		
NovaTech	2022-10-03 12:15 PM CDT	2022-10-03 12:17 PM CDT	RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Okos Inc	2022-10-05 01:07 PM CDT	2022-10-31 10:01 PM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	2022-10-31 10:00 PM CDT
Technical Security Integration, Guardian Protection Force, Inc.	2022-10-03 12:20 PM CDT	2022-10-05 10:55 AM CDT	RFP 23.3 - Security and Door Access Control.pdf	
Affinitech Inc	2022-10-03 12:16 PM CDT	2022-10-03 12:16 PM CDT		
Affinitech Inc	2022-10-19 03:16 PM CDT	2022-10-19 03:16 PM CDT		
All State Communications	2022-10-05 09:43 AM CDT	2022-11-01 10:03 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	2022-11-01 09:30 AM CDT
AngelTrax	2022-10-03 02:03 PM CDT	2022-10-03 02:07 PM CDT	RFP 23.3 - Security and Door Access Control.pdf	
AUDIO VISUAL AIDS CORP	2022-10-03 11:05 AM CDT	2022-10-03 11:06 AM CDT		
TRC Engineers, Inc.	2022-10-03 10:14 AM CDT	2022-10-03 10:14 AM CDT	RFP 23.3 - Security and Door Access Control.pdf	
Apploon, The Murdock Corporation	2022-10-05 02:48 PM CDT	2022-10-05 02:49 PM CDT	RFP 23.3 - Security and Door Access Control.pdf RFP 23.3 - Pricing Schedule.xlsx	
Marco Technologies, LLC	2022-10-03 01:59 PM CDT	2022-10-28 12:01 PM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	2022-10-27 05:10 PM CDT
Star Asset Security, LLC	2022-10-03 10:18 AM CDT	2022-10-18 03:42 PM CDT	RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Tierney Brothers	2022-10-05 12:12 PM CDT	2022-10-07 04:00 PM CDT	RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - Security and Door Access Control.pdf	

IMS	2022-10-06 04:02 AM CDT	2022-10-06 04:02 AM CDT		
Autoclear,LLC	2022-10-03 12:59 PM CDT	2022-10-31 05:24 PM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - Security and Door Access Control.pdf	2022-10-31 05:17 PM CDT
Beartooth Corporation	2022-10-03 10:21 AM CDT	2022-10-03 10:32 AM CDT	RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Konica Minolta Business Solutions	2022-10-04 07:46 AM CDT	2022-10-25 08:40 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Saddleback Educational Publishing	2022-10-13 09:05 AM CDT	2022-10-13 09:05 AM CDT		
Safeware Inc	2022-10-03 03:23 PM CDT	2022-10-03 03:27 PM CDT	RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Sandia International Inc	2022-10-03 09:07 PM CDT	2022-10-18 04:18 PM CDT	RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Construction Industry Center	2022-10-03 03:36 PM CDT	2022-10-31 11:08 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Pinnacle Integrated Systems, Inc.	2022-10-03 10:20 AM CDT	2022-10-03 10:23 AM CDT	RFP 23.3 - Pricing Schedule.xlsx	
ADT Commercial LLC	2022-10-03 02:53 PM CDT	2022-10-19 01:09 PM CDT	RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Security and Door Access Control.pdf	
Ask IT Consulting Inc.	2022-10-04 02:32 AM CDT	2022-10-04 09:03 AM CDT	RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
scope ltd corp	2022-10-03 10:23 AM CDT	2022-10-03 10:26 AM CDT	RFP 23.3 - Security and Door Access Control.pdf RFP 23.3 - Pricing Schedule.xlsx	
Bluechip Technologies US Inc	2022-10-03 10:25 AM CDT	2022-10-03 10:25 AM CDT		
Konica Minolta Business Solutions	2022-10-25 10:54 AM CDT	2022-10-25 12:15 PM CDT	RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf	
Dodge Data & Analytics	2022-10-03 10:04 PM CDT	2022-10-31 10:10 PM CDT		
Climate Survival Solutions	2022-10-06 10:37 AM CDT	2022-10-20 08:11 PM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control.pdf	
WALTER KLEIN	2022-10-03 01:34 PM CDT	2022-10-03 01:34 PM CDT		
CEIA-USA LTD	2022-10-03 05:39 PM CDT	2022-10-03 05:41 PM CDT	RFP 23.3 - Security and Door Access Control.pdf RFP 23.3 - Pricing Schedule.xlsx	

Asset Management Systems	2022-10-04 10:13 AM CDT	2022-10-28 05:12 PM CDT	RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - Security and Door Access Control.pdf	2022-10-28 05:10 PM CDT
Affinitech Inc	2022-10-03 11:53 AM CDT	2022-11-01 10:43 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	2022-11-01 08:41 AM CDT
Focus Camera LLC	2022-10-03 10:55 AM CDT	2022-10-03 10:55 AM CDT		
Black Creek Integrated Systems Corp.	2022-10-03 10:22 AM CDT	2022-10-03 10:22 AM CDT		
Loss Prevention Systems, Inc.	2022-10-03 10:24 AM CDT	2022-10-03 10:24 AM CDT		
IT Outlet, Inc.	2022-10-17 10:47 AM CDT	2022-11-01 09:20 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	2022-11-01 09:20 AM CDT
Technical Security Integration, inc	2022-10-20 09:28 AM CDT	2022-10-20 09:28 AM CDT		
Kustom Signals, Inc.	2022-10-03 10:44 AM CDT	2022-10-03 10:44 AM CDT		
Cable and Connections	2022-10-03 10:15 AM CDT	2022-10-18 02:48 PM CDT	RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Security and Door Access Control.pdf	
CEIA USA	2022-10-03 10:54 AM CDT	2022-11-01 09:55 AM CDT	RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf RFP 23.3 - Pricing Schedule.xlsx	2022-11-01 09:48 AM CDT
Garrett Metal Detectors	2022-10-03 11:36 AM CDT	2022-10-28 02:07 PM CDT	RFP 23.3 - Security and Door Access Control_Amended 10.18.2022.pdf RFP 23.3 - Pricing Schedule_Amended 10.19.2022.xlsx RFP 23.3 - Security and Door Access Control.pdf RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx	2022-10-28 02:05 PM CDT
Radio Engineering Industries, Inc.	2022-10-03 11:02 AM CDT	2022-10-03 11:03 AM CDT	RFP 23.3 - Security and Door Access Control.pdf	
CJIS GROUP LLC	2022-10-04 07:24 AM CDT	2022-10-04 01:36 PM CDT	RFP 23.3 - Security and Door Access Control.pdf	
Sensen Networks Inc	2022-10-04 12:32 AM CDT	2022-10-04 12:45 AM CDT	RFP 23.3 - Vendor Forms & Signatures.pdf RFP 23.3 - Pricing Schedule.xlsx RFP 23.3 - Vendor Questionnaire.docx RFP 23.3 - General Terms and Conditions.pdf RFP 23.3 - Security and Door Access Control.pdf	
Maxxess Systems	2022-10-03 10:58 AM CDT	2022-10-03 10:58 AM CDT	RFP 23.3 - Security and Door Access Control.pdf	

# Opening Record

## RFP 23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

November 1, 2022

10:01 a.m. CT

Request for Proposal

Date

Time

DocuSigned by:  
*Lisa Truax*  
9AB8C86E80B9422...

DocuSigned by:  
*Lori Mittelstadt*  
48D2E03F59EF456...

DocuSigned by:  
*Kristine Urbowicz*  
E5B3460FCF58463...

Lisa Truax  
Procurement Solutions Coordinator

Lori Mittelstadt  
Cooperative Purchasing Program Assistant

Kristine Urbowicz  
Cooperative Procurement Specialist

Company Responding -Required-	Affinitech Inc.	All State Communications	Asset Mgmt. Systems dba USA Security	Autoclear, LLC	CEIA USA	Garrett Metal Detectors	IT Outlet, Inc.	Marco Technologies, LLC	Okos Inc.
Certificate of Insurance Yes/No	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
Vendor Questionnaire Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Pricing Schedule Yes/No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes
Vendor Forms & Signatures Yes/No	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
<b>-Optional-</b>									
Exhibit A – Mktg. Plan Yes/No	-	Yes	-	Yes	Yes	-	Yes	Yes	-
Exhibit B – State Contractor’s License Yes/No	Yes	Yes	Yes	-	-	-	Yes	Yes	-
Business Type Certificate Yes/No	-	-	-	-	-	-	-	-	-
Catalogs Yes/No	-	-	-	-	-	-	-	Yes	-
Other	-	-	-	-	-	-	-	-	Warranty
Qualified (Responsive) Respondent Yes/No	Yes	Yes	Yes	Yes	No	No	No	Yes	Yes

**From:** [Lisa Truax](#)  
**To:** [tbrown@affinitechinc.com](mailto:tbrown@affinitechinc.com); [jribar@affinitechinc.com](mailto:jribar@affinitechinc.com)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Affinitech  
**Date:** Wednesday, November 2, 2022 3:26:55 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for the response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the solicitation checklist. Your proposal was deemed responsive and complete.

The next step in the process is for the evaluation committee to review and evaluate all proposals deemed responsive.

You will hear from me regarding the status of your proposal no later than the week of November 28, 2022.

Again, we appreciate your response to the Cooperative Purchasing Connection and its participating agencies.

With Regard,

Lisa M. Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [Frank.petykowski@allstatecom.com](#); [Sara.benner@allstatecom.com](#); [Scott.woodward@allsatatecom.com](#); [Rick Braman](#)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - All State Communications  
**Date:** Wednesday, November 2, 2022 3:28:26 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for the response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the solicitation checklist. Your proposal was deemed responsive and complete.

The next step in the process is for the evaluation committee to review and evaluate all proposals deemed responsive.

You will hear from me regarding the status of your proposal no later than the week of November 28, 2022.

Again, we appreciate your response to the Cooperative Purchasing Connection and its participating agencies.

With Regard,

Lisa M. Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [RBrandon@USASecurityinc.com](mailto:RBrandon@USASecurityinc.com); [LEnerson@usasecurityinc.com](mailto:LEnerson@usasecurityinc.com); [CDaniels@usasecurityinc.com](mailto:CDaniels@usasecurityinc.com)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Asset Mgmt. dba USA Security  
**Date:** Wednesday, November 2, 2022 3:30:16 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for the response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the solicitation checklist. Your proposal was deemed responsive and complete.

The next step in the process is for the evaluation committee to review and evaluate all proposals deemed responsive.

You will hear from me regarding the status of your proposal no later than the week of November 28, 2022.

Again, we appreciate your response to the Cooperative Purchasing Connection and its participating agencies.

With Regard,

Lisa M. Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [gregs@autoclear.com](mailto:gregs@autoclear.com)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Autoclear  
**Date:** Wednesday, November 2, 2022 3:31:15 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for the response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the solicitation checklist. Your proposal was deemed responsive and complete.

The next step in the process is for the evaluation committee to review and evaluate all proposals deemed responsive.

You will hear from me regarding the status of your proposal no later than the week of November 28, 2022.

Again, we appreciate your response to the Cooperative Purchasing Connection and its participating agencies.

With Regard,

Lisa M. Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [daniel.olk@marconet.com](mailto:daniel.olk@marconet.com); [ben.pflueger@marconet.com](mailto:ben.pflueger@marconet.com); [Brenda Wall \(brenda.wall@marconet.com\)](mailto:Brenda.Wall@marconet.com); [taylor.kirt@marconet.com](mailto:taylor.kirt@marconet.com)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Marco Technologies  
**Date:** Wednesday, November 2, 2022 3:32:54 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for the response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the solicitation checklist. Your proposal was deemed responsive and complete.

The next step in the process is for the evaluation committee to review and evaluate all proposals deemed responsive.

You will hear from me regarding the status of your proposal no later than the week of November 28, 2022.

Again, we appreciate your response to the Cooperative Purchasing Connection and its participating agencies.

With Regard,

Lisa M. Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [jody@okos.ca](mailto:jody@okos.ca); [james@okos.ca](mailto:james@okos.ca)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Okos  
**Date:** Wednesday, November 2, 2022 3:34:07 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for the response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the solicitation checklist. Your proposal was deemed responsive and complete.

The next step in the process is for the evaluation committee to review and evaluate all proposals deemed responsive.

You will hear from me regarding the status of your proposal no later than the week of November 28, 2022.

Again, we appreciate your response to the Cooperative Purchasing Connection and its participating agencies.

With Regard,

Lisa M. Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](mailto:Lisa.Truax)  
**To:** [sales@ceia-usa.com](mailto:sales@ceia-usa.com)  
**Cc:** [Lisa Truax](mailto:Lisa.Truax)  
**Subject:** RFP 23.3 - Notification - CEIA  
**Date:** Wednesday, November 2, 2022 3:42:32 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for your response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the bid checklist.

We are sorry to tell you that your response was deemed non-responsive and incomplete due to missing or incorrect, required documents.

**Pricing Schedule**

- Failure to complete Tab 1 (required document)

We appreciate your interest in responding to the solicitation and hope you will consider responding to this or similar opportunities in the future.

With Regard,

Lisa Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [Michael.womack@garrett.com](mailto:Michael.womack@garrett.com)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Garrett Metal Detectors  
**Date:** Wednesday, November 2, 2022 3:44:10 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for your response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the bid checklist.

We are sorry to tell you that your response was deemed non-responsive and incomplete due to missing or incorrect, required documents.

- Certificate of Insurance (COI)
- Vendor Forms & Signatures

We appreciate your interest in responding to the solicitation and hope you will consider responding to this or similar opportunities in the future.

With Regard,

Lisa Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [matt@itoutlet.com](mailto:matt@itoutlet.com); [ralfson@itoutlet.com](mailto:ralfson@itoutlet.com); [jthacker@itoutlet.com](mailto:jthacker@itoutlet.com)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - IT Outlet  
**Date:** Wednesday, November 2, 2022 3:46:59 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Thank you for your response to RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions. Responses were opened on November 1, 2022, and reviewed for required documents, forms, and signatures according to the bid checklist.

We are sorry to tell you that your response was deemed non-responsive and incomplete due to missing or incorrect, required documents.

**Pricing Schedule**

- Failure to complete Tab 2.A, 2.B, and 2.C. No pricing was included, only the minimum discount.

We appreciate your interest in responding to the solicitation and hope you will consider responding to this or similar opportunities in the future.

With Regard,

Lisa Truax



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**Cooperative Purchasing Connection**  
Tabulation Report RFP #23.3 - Security Cameras,  
Intrusion and Weapon Detection, and Door Access  
Control Solutions

**Vendor: Affinitech Inc**

**General Comments:** Good morning and thank you for the opportunity to provide our submission to the RFP. Having worked with the CPC for the past 4 years with another integrator, I found the opportunities to assist your agencies endless. Affinitech Inc being the integrator of the year for a number of major manufactures allows us to extend our additional discounts making it a win win for all. Look forward to the next phase of the RFP process. Jenn Ribar, Senior Account Executive, Affinitech Inc.

**General Attachments:** Affinitech Inc Contractors License.pdf  
Affinitech Inc Insurance Certificate.pdf  
Affinitech Inc W9.pdf

**Full Price Schedule on file with CPC.** RFP 23.3 - Pricing Schedule\_Amended 10.19.2022 - Affinitech Inc.xlsx  
RFP 23.3 - Vendor Forms - Signatures - Affinitech Inc..pdf  
RFP 23.3 - Vendor Questionnaire - Affinitech Inc.docx

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**Vendor Questionnaire – Name of Company**".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

**The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":**

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

Affinitech Inc.

**Name of Company:** \_\_\_\_\_

**Company Address:** 1264 Park Rd

Chanhassen, MN 55317

**City, State, Zip code:** \_\_\_\_\_

**Website:** [www.affinitechinc.com](http://www.affinitechinc.com)

**Phone:** 952-443-9810

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
<b>General Manager/Pres/CEO</b>	Todd Brown	<a href="mailto:tbrown@affinitechinc.com">tbrown@affinitechinc.com</a>	952-697-2101
<b>Contract Manager</b>	Jenn Ribar	<a href="mailto:jribar@affinitechinc.com">jribar@affinitechinc.com</a>	612-787-8884
<b>Sales Manager</b>	Todd Brown	<a href="mailto:Tbrown@affinitechinc.com">Tbrown@affinitechinc.com</a>	952-697-2101
<b>Marketing Manager</b>	Dan Eberhard	<a href="mailto:Deberhard@affinitechinc.com">Deberhard@affinitechinc.com</a>	952-697-2127
<b>Customer Service Manager</b>	Chris Standish	<a href="mailto:Cstandish@affinitechinc.com">Cstandish@affinitechinc.com</a>	952-697-2126
<b>Account Manager(s)</b>	Jenn Ribar	<a href="mailto:jribar@affinitechinc.com">jribar@affinitechinc.com</a>	612-787-8884

List who will be responsible for receiving updated participation lists.

Name	Email	Phone
Jenn Ribar	<a href="mailto:jribar@affinitechinc.com">jribar@affinitechinc.com</a>	612-787-8884

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Jenn Ribar	<a href="mailto:jribar@affinitechinc.com">jribar@affinitechinc.com</a>	612-787-8884
Lee Ducharme	<a href="mailto:lducharme@affinitechinc.com">lducharme@affinitechinc.com</a>	952-697-2119

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Jenn Ribar	<a href="mailto:jribar@affinitechinc.com">jribar@affinitechinc.com</a>	612-787-8884
Lee Ducharme	<a href="mailto:lducharme@affinitechinc.com">lducharme@affinitechinc.com</a>	952-697-2119

Identify any business types/classifications that your company holds. **\*Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

**Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.**

Affinitech is an authorized GSA IT Schedule 70/MAS Information Technology Contractor under contract number 47QTCA18D00C7. By securing a General Services Administration Contract customers can be assured that Affinitech Inc is fulfilling IT items at the best prices and follows best practices.

Affinitech is authorized to provide goods and services as part of the federal government's System for Award Management (SAM).

State of Minnesota MN State Colleges and Universities Dakota County Technical College Maintenance/Service Master Contract. #DCTC-2020-004237

In 2022 Affinitech Inc was also awarded the WI State contract for good and services.

## Qualifications & Experience

### **1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

Affinitech was incorporated in 2003 in Chanhassen MN. Affinitech provides a wide range of products and services to support multiple types of networked topology for security, audio video and sound systems. With deep experience in a wide range of markets, we're uniquely qualified to deliver smart, custom solutions that meet any specific need.

Affinitech Inc currently employs 40 full time employees and continues to grow as the needs arise. Affinitech has one of the nations best engineering and technical support teams to support our account and field teams ensuring the best possible experience for our existing and future customers. Having the ability to remote support all systems via remote capabilities allows for efficient and timely resolution.

### **2. Provide evidence of what your company is doing to remain viable in the security industry.**

Affinitech Inc is well known for its top-notch technical support and services teams. With the regular trainings, continuing education and certification requirements our team is and will always be ready for any technology changes and enhancements that may arise. Staying ahead of marketing trends is one of our key value adds that make us who we are.

### **3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

Affinitech Inc has various technicians and certified subcontractors throughout the US. With Affinitech's corporate headquarters located in Chanhassen, MN we are central to most any location regionally. Within our corporate headquarters, we house our engineering and technical services teams along with our 40,000 sqft warehouse that houses many of our most popular products that can be utilized for projects, service, or direct material ordering. Agencies across the US utilize our online ordering tool to secure products. Having millions of dollars in equipment on hand aids in on-time project delivery and fast service. With recent supply chain shortages, Affinitech has allocated space and dollars to purchase and hold inventory to be utilized on an as needed basis.

### **4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

Affinitech Inc has a number of multi tenure agencies that utilize us for recurring products and services including but not limited to additions or expansions of their existing systems, product replacements, software support, maintenance, technical support and service.

### **5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

Affinitech Inc currently partners with over 50 school districts and 11 municipalities within the MN metro and rural areas. As we increase our commercial client base within ND and SD, our resources for installation and service also grows.

### **6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

Affinitech would not exempt anyone from this contract. If an agency is an existing customer, the additional discount/s and services that may apply within this contract would be passed along and reported on as required.

## Marketing & Partnership

### **1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

If awarded, Affinitech Inc is able and willing to provide a CPC dedicated purchasing website with detailed discounts as reported. In addition, Affinitech will communicate via marketing materials including our website, linked in and other facets of communication we utilize.

### **2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print**

advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A – Marketing Plan.

If awarded, Affinitech Inc will work closely with the CPC on a Co-Branded web page which will detail contract specific discounts and ordering processes along with the web page Affinitech will develop a co-branded flyer that will be posted and distributed via our various forms of social media and company specific page.

**3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

The contract manager Jenn Ribar will be holding a training session with other on the teams. Teams specific to this contract will include other account managers, engineering, support services, warehouse and web services along with procurement purchasing and accounting. Account managers, the Director of Engineering and the Support Services Manager all have prior experience working with the CPC and other related Government contracts. Jenn will not only be reviewing the discounts agreed to but also other specifics that apply this contract.

## Financials & Level of Support

**1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.**

Security solutions deployed on an annual basis vary year over year based on district referendums, bonds and current events however on average over the past 5 years nearly 25%-35% of business was in this category.

**2. Indicate the level of support your company will offer on this contract category.**

- Pricing is better than what is offered to individual educational agencies.  
 Pricing is better than what is offered to cooperative educational agencies.  
 Other, please describe

**If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:**

As detailed within the pricing tab attachment, Affinitech has worked with the manufactures to obtain additional discounts above and beyond our standard in efforts to pass along additional discounts to your agencies via this contract.

**3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?**

Yes  No

**If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.**

Click or tap here to enter text.

**4. Has your company been disbarred and or suspended in doing business within the United States?**

Yes  No

**If YES, list what states, the reason for debarment and/or suspension, and its effective dates.**

Click or tap here to enter text.

## Industry-Specific Information

**1. List in the state(s), region, and or area that your company is proposing to support.**

While Affinitech Inc supports agencies and companies across the entire United States we are proposing to support any and all agencies via this contract for MN, WI, ND and SD. Additional states or regions can certainly be added upon request.

**2. Provide a general narrative description of the products and services offered in your proposal.**

The proposed contract encompasses all products and services requested including but not limited to site surveys, project design and implementation along with programming support, maintenance, onsite and remote service. Products included as detailed within the pricing attachment include a full suite of products to deploy and support video, intrusion, and access control systems. In summary, recording servers, cloud storage, cameras, body worn cameras, cabling, software, controller boards, door hardware, door peripherals, intercom door and master stations, maintenance, and service. Affinitech is continuously adding new products and manufactures to our suite. As new lines are added we will continue to provide updated listings including MSRP's and discounts applicable.

**3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)**

Included within our proposal is full access to our top-notch Support Services Team. We support systems nation-wide in several capacities: remote support, onsite support, and on-call (afterhours and weekends). Service ticket and order reporting are available at request as well.

**4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.**

The largest thing that sets Affinitech apart from our competition is our engineering and technology teams. While we may not carry every manufacture on the market, the ones we do carry, we are experts on. Our teams carry the highest level of education specific to our primary manufacturers. This high level of technical capacity not only aids in the unique and high-tech deployments but also in the efficiently and quality of expert service. It is also not uncommon for us to create API's for integration between multiple platforms within the various security environment if they do not already exist.

**5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.**

Upon notification of interest an engineer and account manager will be assigned. The determination of the persons involved will depend on the initial scope or product and services being requested. Team members with the most knowledge of the product or service requested will be assigned. Onsite coordination meetings will be scheduled to assess and determine the exact need/s. Following the onsite review, the engineer will develop a detailed scope of work and pricing proposal with products and/or labor associated. Upon proposal review and approval, the product order will be placed and a Project Manager will be assigned. A full project review with the Account Manager and Engineer will take place to ensure all pertinent information is relayed. The project manager will be the agency's direct point of contact for scheduling and implementation. Dependent on the size or duration of the project, periodic status updates will be delivered to the entire team. Upon completion and system training and turnover a full system review will be held to ensure customer satisfaction. Payment terms are typically net 30 however adjustments can be made to accommodate the agencies requirements.

**6. Describe your delivery policy and lead time required from receipt of order to delivery.**

In many cases dependent on the product and or quantity Affinitech can meet or exceed the agencies requirement for delivery. Not only does Affinitech have millions of dollars in equipment on hand within our warehouse, but we also have partnerships with distribution centers all over the United States that can accommodate fast delivery times.

**7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

There is no minimum order requirement, nor are there any surcharges that will be assessed to agencies.

**8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.**

Affinitech currently employs 4 dedicated service technicians and 10 installation technicians in addition to 3 in house level 3 support technicians. All technicians are certified in low voltage installations along with manufacture specific credential. In the event any high voltage is required on a project Affinitech Inc can either subcontract a certified electrician or perhaps the agency has a preferred electrician that can be utilized.

**9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.**

System deployments can be local, cloud based or a combination of each. Affinitech engineers will work with the agency to determine the best fit based on costs, site infrastructure and local IT support staff. There are various cloud options available that we utilize, and Affinitech has their own cloud system available for hosting as well. Access to archived files and footage is limited to those within the organization that require access the surveillance systems for maintenance.

**10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.**

The solutions included within this RFP are very flexible and can be deployed in many different architectures. Local hosting as well as cloud hosted is fully supported. In addition to viewing clients via local or web options, these too are supported and customizable to the specific user including live, recorded, view only versus administrator that is able to make system adjustments. There are hundreds if not thousands of unique settings within the software that are customizable to the user.

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

Like most software platforms there is typically a one time perpetual license in addition to annual (multi year agreement discounts available) that can be purchased to receive software support and or feature upgrades.

**12. Describe the integration features of and between your proposed security solutions.**

Affinitech Inc is well known for our abilities to integrate various systems. In some cases, programming is all that is required while some system platforms require additional licensing or data conduits or special API's to achieve the desired integration outcome.

**13. Describe the "panic" button related solutions available with your proposal. Describe what events or messages are triggered from button activation in a threat situation.**

Affinitech Inc is able to achieve various functions of a panic button via an input or relay. In some cases, perhaps adjustments to system programming is all that is needed to achieve the desired outcome such as locking down the entire facility, limiting access, initiating light or sound devices and or notifications via email, text or dispatch to local authorities.

**14. Describe any limitations to the solutions and or system being proposed (i.e. maximum number of doors, max. number of people scanned, cameras allowed per system).**

The systems Affinitech Inc has included within this RFP do not have any limitations. All systems are scalable and expandable to the number of doors or card readers, person or access levels along with number of cameras. Within the system design phase Affinitech will work with the agency to determine size and potential growth to ensure adequate sizing is available and forecasted.

**15. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

Several hold a PLT license. Not sure on others.

**16. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

Affinitech Inc will provide a direct point of contact for all agencies requesting products or services via this contract. Upon request the Account Manager and in some cases the engineer will hold a meeting either virtually or onsite to determine the specific scope and requirements. The engineer and account manager will develop a documented proposal including the scope of work along with any exclusions or requirements by others. Following the agencies approval, the project will consist of a kick off meeting internally to ensure all team members (field, programmers and service personnel etc) are aware of the contract specifications and requirements. Prior to the project initiation a meeting with the agency will be coordinated to introduce field teams in efforts to finalize all details as it relates to the project equipment timeline etc. Dependent on the size or duration of the project, weekly or bi-weekly progress meetings will be held in efforts to communicate work completion to date, goals and objectives for the following week along with any unforeseen items that may have surfaced. Following the full system installation and testing a complete site walk through with the agency will be conducted to ensure expectations are met along with any future product service requirements.

**17. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

Service Agreement customers take precedence. In these instances, the support team are responding and remotely troubleshooting within 1-4 hours of the inbound request being received, depending on the severity of the issue. If the issue is not able to be resolved remotely local technical resources are dispatched. Onsite times can be as quick as same day or next day if necessary or requested. Lead times without emergency needs are typically scheduled within 5 business days.

**18. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

The Delivery Team handles all warranty processes. Hardware warranty during a project is handled by the Project Manager. Any hardware and Installation Warranty is handled by the Support Services Team. Affinitech has a One-Year Installation warranty on all installed system. This covers any craftsmanship and programming issues that are not as they are described in a project scope. Any manufacturer hardware warranty supports only the hardware itself. Any labor to diagnose, replace, and ship material is not covered under the manufactures warranty.

**19. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

An unapproved alteration or addition to an Affinitech install system by an outside contractor or organization will void the One-Year Installation Warranty or Service Agreement. Any labor to diagnose, replace, and ship material is not covered under a manufactures warranty of their hardware.

**20. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

Travel time is not incurred if a service issue is deemed as falling under our One-Year Installation Warranty. For hardware warranty issues all travel time is billable at an hourly rate for diagnosis, replacement, and processing.

**21. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

In most cases Affinitech Inc's payment terms are net 30 however adjustments can be made between Affinitech and the agency on what works best. Affinitech does allow payment via credit card if necessary and will pass along the associated 3.5% processing fee incurred. Dependent on the size of the project, Affinitech may request progress payments (Material, Substantial Completion and Final Completion).

**22. Describe in detail your proposed exchange and return program(s) and policy(s).**

While equipment manufactures vary, some do require a 15% restocking fee on unused, unopened returned materials. Affinitech Inc will work with the agency in correlation with the manufacture if the need arises.

**23. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any "value-adds" that are exclusive to CPC and the potential resulting contract.**

The wide array of technical resources at Affinitech have unmatched experience in supporting security clients remotely. We support a multitude of industry standard platforms in access control, surveillance. Our integration of those systems with other platforms and at times having to custom design API's for those integrations, is an added layer of experience unique to Affinitech.

**24. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

Affinitech Inc will perform our high-level standard audits along with any ad hoc audits as needed on equipment orders, billing, and SLA compliance.

## Exceptions & Deviations

**1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

Affinitech Inc supports agencies 24/7/365. Affinitech Inc standard business hours are Monday through Friday 7am-4pm CST. Labor or support outside of this timeframe may incur additional fees and will be discussed at the time of the request. Example: Some schools require labor resources to be off site during an in-session school day, coordination on times to perform work may necessary.

**2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.**

**Respondents must include the following when requesting exceptions:**

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

No exceptions – Affinitech Inc is able to meet and exceed all RFP section requirements.

## References

**Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.**

<b>Reference #1 – Company Name</b>	Robbinsdale Area Schools
<b>Service/Product Purchased</b>	Cameras/Servers/Service
<b>Year of Purchase</b>	2022
<b>Reference Contact</b>	Robert Menson
<b>Phone</b>	763-504-8119
<b>Email</b>	Robert_menson@rdale.org

<b>Reference #2 – Company Name</b>	Hennepin Health Care
<b>Service/Product Purchased</b>	Video and Access Control
<b>Year of Purchase</b>	2014
<b>Reference Contact</b>	Chad Lakanen
<b>Phone</b>	<a href="#">Click or tap here to enter text.</a>
<b>Email</b>	Chad.lakanen@hcmcd.org

<b>Reference #3 – Company Name</b>	Russel Tyler Ruthton
<b>Service/Purchase Purchased</b>	Video Surveillance and Access Control
<b>Year of Purchase</b>	2020
<b>Reference Contact</b>	David Marlette
<b>Phone</b>	507-247-5913
<b>Email</b>	David.marlette@rtrschoools.org

<b>Reference #3 – Company Name</b>	St Francis Public Schools
<b>Service/Purchase Purchased</b>	Video Surveillance and Access Control
<b>Year of Purchase</b>	2021
<b>Reference Contact</b>	Chris Lindquist
<b>Phone</b>	763-753-7048
<b>Email</b>	Chris.lindquist@isd15.org

<b>Reference #3 – Company Name</b>	Luvern Public Schools
<b>Service/Purchase Purchased</b>	Video Surveillance and Access Control
<b>Year of Purchase</b>	2019
<b>Reference Contact</b>	Wade Hiller
<b>Phone</b>	507-283-8088
<b>Email</b>	w.hiller@isd2184.net



### 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

Responding Company's Name: **Affimtech Inch**

**REQUIRED FORM**

Design & Assessment Services	Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Standard Price & Rate	Discounted Price & Rates			
	Sales Consultation and Product/System Demonstration	\$ -	\$ -	\$ -	\$ -	N/A
	Scope and Project Design/Engineering	\$ 125.00	\$ -	\$ -	\$ -	N/A
	Proposal Creation	\$ -	\$ -	\$ -	\$ -	N/A

Installation Services	Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Standard Price & Rate	Discounted Price & Rates			
	Cable/Low Voltage Installation	\$ 125.00	\$ 110.00	\$ 96.00	\$ 0.625	Yes - per volume discount tab
	Equipment Devicing	\$ 135.00	\$ 115.00	\$ 96.00	\$ 0.625	
	Equipment Programming	\$ 175.00	\$ 150.00	\$ 96.00	\$ 0.625	
	Equipment Training/Turn-Over	\$ 175.00	\$ 150.00	\$ 96.00	\$ 0.625	*Per Diem rates based on GSA
	Project Management	\$ 135.00	\$ 115.00	\$ 96.00	\$ 0.625	

Extended Warranty	Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Standard Price & Rate	Discounted Price & Rates			
	Full System Support and Warranty extnding past 1 year labor and product specific warranty	\$ 1.5% of project	\$ 1.25	\$ 96.00	\$ 0.625	Yes - per volume discount tab

Training Services	Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Standard Price & Rate	Discounted Price & Rates			
	Initial System Training	\$ 125.00	\$ 115.00	\$ 96.00	\$ 0.625	Yes - per volume discount tab
	Subsequent Training as Needed	\$ 125.00	\$ 115.00	\$ 96.00	\$ 0.625	

Maintenance Support	Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Standard Price & Rate	Discounted Price & Rates			
	Level 1	\$ 120.00	\$ 110.00	\$ 96.00	\$ 0.625	Yes - per volume discount tab
	Level 2	\$ 165.00	\$ 150.00	\$ 96.00	\$ 0.625	
	Level 3	\$ 250.00	\$ 225.00	\$ 96.00	\$ 0.625	
	Programming/Config	\$ 165.00	\$ 150.00	\$ 96.00	\$ 0.625	*Per Diem rates based on GSA

Other Services	Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Standard Price & Rate	Discounted Price & Rates			
	Standard Service (Remote or Onsite)	\$ 120-250	\$ -	\$ 96.00	\$ 0.625	No
	Billed in .25/hr with 1 hour min					
	Emergency Service	192-400	\$ -	\$ 96.00	\$ 0.625	No
	\$200 Mobilization / 4 Hour min					
	After hours, Weekend and Holiday Service	180-375	\$ -	\$ 96.00	\$ 0.625	No
	Ticket Charge \$50 / Billed in .25/hr with 1 hour min					
						*Per Diem rates based on GSA



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### **Instructions**

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "**Vendor Forms & Signatures – Name of Company**":

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

# Addendum Acknowledgement

**Instructions:** Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum Numbers Received** (check the box next to each addendum received):

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 5 |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

  
\_\_\_\_\_  
*Authorized Signature*

10/31/2022  
\_\_\_\_\_  
*Date*

**Acknowledgment:** I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

\_\_\_\_\_  
*Authorized Signature*

\_\_\_\_\_  
*Date*

\*Note, both sections on this form should not be signed.



## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

### Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	<u>Affinitech Inc</u>	<b>Date</b>	<u>10/15/2022</u>
<b>Address</b>	<u>1264 Park Road</u>	<b>City, State, Zip</b>	<u>Chanhassen, MN 55317</u>
<b>Contact Person</b>	<u>Jenn Ribar</u>	<b>Title</b>	<u>Senior Account Executive</u>
<b>Authorized Signature</b>		<b>Title</b>	<u>President</u>
<b>Email</b>	<u>Tbrown@affinitechinc.com</u>	<b>Phone</b>	<u>952-443-9810</u>

### Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance “EDGAR” Certification Form

## 200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

### 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

### 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## **8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## **9. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## **12. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

**By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.**

<b>Vendor Certification (By Item)</b>	<b>Vendor Certification: YES, I agree or NO, I do NOT agree</b>	<b>Initial</b>
1. Violation of Contract Terms and Conditions	YES	JR
2. Termination for Cause of Convenience	YES	JR
3. Equal Employment Opportunity	YES	JR
4. Davis-Bacon Act	YES	JR
5. Contract Work Hours and Safety Standards Act	YES	JR
6. Right to Inventions Made Under a Contract or Agreement	YES	JR
7. Clean Air Act and Federal Water Pollution Control Act	YES	JR
8. Debarment and Suspension	YES	JR
9. Byrd Anti-Lobbying Amendment	YES	JR
10. Procurement of Recovered Materials	YES	JR
11. Profit as a Separate Element of Price	YES	JR
12. General Compliance with Participating Agencies	YES	JR

**Affinitech Inc.**

*Name of Business*



*Signature of Authorized Representative*

**Todd Brown/President**

*Printed Name/Title*

**10/15/2022**

*Date*

# Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions  
Solicitation Number: 23.3  
Vendor Name: Affinitech Inc

If a subcontractor will not be used, check this box:

Company Name: Laketown Electric  
Street Address: 8470 MN 5  
City, State, Zip: Waconia MN 55387  
Telephone: 952-442-2740  
Primary Contact: Matt Bergmann  
Email Address of Contact: laketownelectric.com  
Services to be provided:

Raceway, Conduit, Electrical Needs

Company Name: Builders Concepts Inc  
Street Address: 17151 Isleton Ave  
City, State, Zip: Lakeville, MN 55044  
Telephone: 612-865-3526  
Primary Contact: Dwight Reisenauer  
Email Address of Contact: buildersconceptsinc@msn.com  
Services to be provided:

On site Installation - Cabling As Needed

Company Name: Depth Communication  
Street Address: 713 Minnehaha Ave E  
City, State, Zip: St Paul, MN 55106  
Telephone: 612-986-0086  
Primary Contact: Andre Korman  
Email Address of Contact: service@depthcommunications.com  
Services to be provided:

On site Installation resource

## Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

**Your organization's uploaded proposal should include the following submitted and correctly labeled documents:**

X	Document Title	How to be Submitted
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
X	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
X	Exhibit B - State(s) Contractor's License	Submit as PDF
X	Additional Information – as required <ul style="list-style-type: none"> <li>• Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li> </ul>	Submit as PDF

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Todd Brown/President

Printed Name/Title

10/15/2022

Date



Minnesota Department of Labor and Industry  
Construction Codes and Licensing Division  
443 Lafayette Road N  
Saint Paul, MN 55155

Licensing and Certification Services  
Phone: 651.284.5034  
Email: [DLI.License@state.mn.us](mailto:DLI.License@state.mn.us)  
Website: [www.dli.mn.gov/ccld.asp](http://www.dli.mn.gov/ccld.asp)

## NOTICES

### NOT TRANSFERABLE

CHANGE YOUR BUSINESS STRUCTURE  
SUBMIT A NEW APPLICATION FOR NEW ENTITY

RENEW OR REPLACE INSURANCE POLICY  
SUBMIT NEW CERTIFICATE OF INSURANCE

AFFINITECH INC  
1264 PARK RD  
CHANHASSEN, MN 55317

**NOTIFY THE DEPARTMENT OF A CHANGE IN YOUR BUSINESS.**  
**Failure to do so, subjects you to administrative penalties of up to \$10,000.**

**15-Day Notice Requirement – Forms available online at [www.dli.mn.gov/CCLD/LicUpdate.asp](http://www.dli.mn.gov/CCLD/LicUpdate.asp)**

- Change in business' physical address, mailing address, phone number, or email address
- Change in control, owners, officers, directors, members, partners
- Change in business' legal name and/or assumed name
- Loss of or change in POWER LIMITED TECHNICIAN
- Change in general liability insurance or workers' compensation insurance coverage

**Immediate Notice Requirement – Notification to DLI in writing**

- Judgment Debtor. A licensed contractor has 15 days to provide written notice of the finding that it is found to be a judgment debtor based upon conduct requiring licensure.
- Bankruptcy Petition Filed. A licensed contractor has 15 days to provide written notice that it filed a petition for bankruptcy.
- Conviction Notice. A licensed contractor has 10 days to provide written notice that it has been found guilty of a felony, gross misdemeanor, misdemeanor or any comparable offense related to the license, including convictions of fraud, misrepresentation, misuse of funds, theft, criminal sexual conduct, assault, burglary, conversion of funds, or theft of proceeds in this or any other state or any other United States jurisdiction.

**YOUR CERTIFICATE IS BELOW THE PERFORATION.**

**SHOW CERTIFICATE WHEN OBTAINING PERMITS.**



## TECHNOLOGY SYSTEMS CONTRACTOR

Construction Codes and Licensing Division  
Website: [www.dli.mn.gov/ccld.asp](http://www.dli.mn.gov/ccld.asp)

Licensing and Certification Services  
Email: [dli.license@state.mn.us](mailto:dli.license@state.mn.us)

443 Lafayette Road N St. Paul, MN 55155  
Phone: 651.284.5034

This is to certify that the certificate holder is licensed as a TECHNOLOGY SYSTEMS CONTRACTOR in the state of Minnesota and is in compliance with Minnesota Statutes 326B.33, Subd. 14, and may perform or offer to perform the installation, maintenance, and repair of electrical wiring, apparatus, and equipment for technology circuits and systems during the license period; provided the responsible individual is at all times a POWER LIMITED TECHNICIAN and the certificate holder maintains compliance with the required bond, general liability insurance, and workers' compensation laws.

License : TECHNOLOGY SYSTEMS CONTRACTOR  
Lic Number : TS002259 AFFINITECH INC  
Effective Date : 08/01/2022 1264 PARK RD  
Expiration Date : 07/31/2024 CHANHASSEN, MN 55317

L  
I  
B  
L  
C  
T

VERIFY UP-TO-DATE STATUS, BOND, AND INSURANCE INFO AT [www.dli.mn.gov/ccld/LicVerify.asp](http://www.dli.mn.gov/ccld/LicVerify.asp) (ENTER NUMBER).

# Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type.  
See Specific Instructions on page 3.

**1** Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**Affinitech, Inc.**

**2** Business name/disregarded entity name, if different from above

**3** Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ \_\_\_\_\_

**Note:** Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶ \_\_\_\_\_

**4** Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

(Applies to accounts maintained outside the U.S.)

**5** Address (number, street, and apt. or suite no.) See instructions.  
**1264 Park Road**

**6** City, state, and ZIP code  
**Chanhassen, MN 55317**

**7** List account number(s) here (optional)

Requester's name and address (optional)

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

**Social security number**

				-			-				
--	--	--	--	---	--	--	---	--	--	--	--

OR

**Employer identification number**

4	1	-	2	0	7	6	6	2	3
---	---	---	---	---	---	---	---	---	---

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here** Signature of U.S. person ▶ *Lee Ducharme* Date ▶ *1-1-2022*

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.



# Cooperative Purchasing Connection

## Tabulation Report RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

**Vendor: All State Communications**

**General Comments:** All State Communications appreciates the opportunity to work with CPC and please let us know if you need any additional information.

Thanks, Scoot Woodward

**General Attachments:** Certificate of Insurance - All State Communications.pdf  
Exhibit A - Sales Sheet - All State Communications an Arvig Company.pdf  
Exhibit B - All State Communication Technology License.pdf  
**Full price schedule on file with CPC.** Pricing Schedule - All State Communications.xlsx  
RFP 23.3 - Vendor Questionnaire - All State Communications.docx  
Vendor Forms - Signatures - All State Communications.pdf  
W-9 All State Communications.pdf

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### **Instructions**

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***Vendor Questionnaire – Name of Company***".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

**The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":**

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

**All State Communications**

**Name of Company:** \_\_\_\_\_

**Company Address:** 5114 Marson Drive \_\_\_\_\_

**City, State, Zip code:** Sauk Rapids, MN 56379 \_\_\_\_\_

**Website:** [www.allstatecom.com](http://www.allstatecom.com) \_\_\_\_\_

**Phone:** (320) 203-1511 \_\_\_\_\_

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
<b>General Manager</b>	Frank Petykowski	<a href="mailto:Frank.petykowski@allstatecom.com">Frank.petykowski@allstatecom.com</a>	(320) 204-1578
<b>Contract Manager</b>	Sara Benner	<a href="mailto:Sara.benner@allstatecom.com">Sara.benner@allstatecom.com</a>	(320) 204-1563
<b>Sales Manager</b>	Frank Petykowski	<a href="mailto:Frank.petykowski@allstatecom.com">Frank.petykowski@allstatecom.com</a>	(320) 204-1578
<b>Marketing Manager</b>	Scott Woodward	<a href="mailto:Scott.woodward@allstatecom.com">Scott.woodward@allstatecom.com</a>	(320) 204-1583
<b>Customer Service Manager</b>	Ben Kartak	<a href="mailto:Ben.kartak@allstatecom.com">Ben.kartak@allstatecom.com</a>	(320) 204-1177
<b>Account Manager(s)</b>	Scott Woodward Rick Braman	<a href="mailto:Scott.woodward@allstatecom.com">Scott.woodward@allstatecom.com</a> <a href="mailto:Rick.braman@allstatecom.com">Rick.braman@allstatecom.com</a>	(320) 204-1583 (320) 204-1564

List who will be responsible for receiving updated participation lists.

Name	Email	Phone
Scott Woodward	<a href="mailto:Scott.woodward@allstatecom.com">Scott.woodward@allstatecom.com</a>	(320) 204-1583

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Scott Woodward	<a href="mailto:Scott.woodward@allstatecom.com">Scott.woodward@allstatecom.com</a>	(320) 204-1583

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Scott Woodward	<a href="mailto:Scott.woodward@allstatecom.com">Scott.woodward@allstatecom.com</a>	(320) 204-1583

Identify any business types/classifications that your company holds. **\*Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Minnesota State Contract for low voltages cabling.

## Qualifications & Experience

### **1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

All State Communications, a subsidiary of Arvig Enterprises, Inc., provides a full range of services to support any type of network topology for voice and data applications. The company specializes in low voltage cabling, voice/data networks, security systems, paging, fire alarm, CCTV, and fiber optics. Since 1998, we at All State Communications, Inc has been a State Contract cabling vendor. To this day, we continue to offer a full range of low voltage systems and cabling services including but not limited to design and installation, cut-over support, voice and data cabling, CAD services, video cabling, fiber optic cabling, and fusion splicing. Our experienced and friendly professionals continue to provide the latest in technologies for businesses as well as residential customers while maintaining all local and national building, fire, and electrical codes. All State Communication strives to provide our customers with the best resources available by investing in our teams with manufacturers certifications and continuing education.

All State Communications uses a consultative approach with our customers, the CPC contract has been a key tool. We can establish the correct design parameters and with fixed costs on the contract and provide them realistic budgets. This allows the customer to get the right solution for the right budget without the hassle of issuing an RFP. In our past three years we have saved our customers \$225,234 through the CPC contract.

### **2. Provide evidence of what your company is doing to remain viable in the security industry.**

All State Communications continues to employ over 80 installation and field personnel and continually keeps certifications up to date with continuing education. We have trained / certified technicians in all of the products we are including in this RFP. Each of All State Communications employees attend various trainings and industry specific trade shows. We continue to maintain a strong market share with over twenty million in annual revenue.

### **3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

All State Communications has two offices, one in Sauk Rapids, MN and one in Roseville, MN. Each of those offices have warehouses with inventory of the major components of the manufacturers we service. Our warehouses are staffed with inventory specialists and delivery personnel. All of our projects are pre-staged in the warehouse and then delivered to sites to make sure that all of the equipment is in stock before it is delivered to the site. We also have technicians living in most parts of the state of Minnesota to minimize on travel time to customer sites.

### **4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

In our fire / security division over 90% of our customers are repeat / retention customers. Our experience, attention to detail and partnerships with our customers allows us to have business relationship for multiple years, we have been doing business with many customers for over 10 years. All State Communications provides service contracts, inspections, monitoring, software support services in addition to upgrading end of life products with specific focus on creating a customer road map.

### **5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

All State Communication currently partners with a vast number (200+) of existing state and local government agencies. 90% of this work is in the state of MN, 8% is done in North Dakota and 2% or less is done in South Dakota. We are working on strategies on how to increase our projects in the Dakota's.

### **6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

All State Communications would not exempt any agencies from this contract.

## Marketing & Partnership

- 1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

In the last three years on the existing CPC contract, we have done over \$4.5 million dollars of revenue on the CPC contract through June of 2022. Our revenue on the CPC contract has grown year over year. The contract is very important to All State Communications in how we go to business.

- 2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A - Marketing Plan.**

In addition to performing prospecting phone calls and distributing direct mailers, All State Communications performs various in person and on-site marketing endeavors on a regular basis. All State Communications is a member of MASMS. The Minnesota Educational Facilities Management Professionals Association (also known as MASMS) is a group of over 700 individuals in the area of facilities, grounds, health and safety operations for Minnesota K-12 and higher education. As a member, All State Communications participates in multiple online and in person learning and training courses; in addition to attending various trade shows throughout the year. During the trade shows All State Communications displays one or more key products specific to the security and low voltage needs. A number of All State Communication employees participate in on line forums, blogs and social media with panel discussions surrounding security today and safe schools. Various other trade shows and marketing events are conducted throughout the year specific to healthcare, government, data center and casino specific. Similar to the MASMS events, All State Communications will partner with one or more of our manufactures for onsite tutorials or demonstrations.

Attached is Exhibit A which is an marketing sheet between All State Communications and the CPC which we will update with contract information from this new contract.

- 3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

Our sales and marketing team is already trained on the contract terms and conditions as we have been a partner with the CPC for the last three years. Our approach to the market is customer retention and every qualifying customer is educated on the benefits of utilizing the CPC contract by our marketing / sales team.

## Financials & Level of Support

- 1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.**

35% of our solutions are in the Government Sector (City / County / State / Federal). Another 35% is from Education Sector and the remaining solutions are from the private sector and gaming.

- 2. Indicate the level of support your company will offer on this contract category.**

Pricing is better than what is offered to individual educational agencies.  
 Pricing is better than what is offered to cooperative educational agencies.  
 Other, please describe

**If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:**

Click or tap here to enter text.

**3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?**

\_\_\_\_\_ *Yes*                        X   *No*

**If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.**

Click or tap here to enter text.

**4. Has your company been disbarred and or suspended in doing business within the United States?**

\_\_\_\_\_ *Yes*                        X   *No*

**If YES, list what states, the reason for debarment and/or suspension, and its effective dates.**

Click or tap here to enter text.

## Industry-Specific Information

**1. List in the state(s), region, and or area that your company is proposing to support.**

Minnesota, North Dakota, and South Dakota.

**2. Provide a general narrative description of the products and services offered in your proposal.**

All State Communications provides solutions that total encompass the safety and security needs for a customer. We provide access control solutions to secure the perimeter of a facility that integrate into the video surveillance and intrusion systems for life safety solutions such as lockdown and emergency response. We can provide emergency voice evacuation systems. We also offer a seamless weapons detection solution. Most of our work is design / build where we also provide system lifecycle solutions and training.

**3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)**

The systems included within All State Communications proposal include an option for a mobile and/or offsite access dependent on the agency or end users fire wall and or VPN access limitations. Mobile and remote applications include full remote live and recorded view capabilities. As technology enhances additional features may become available. Data / video can be viewed either live / real-time or in a recorded fashion.

**4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.**

All State Communications is a full-service low voltage partner, we offer a wide variety of services from security solutions, low voltage cabling, fire alarm and voice communication systems. We can provide a full package of services to our clients. Most of our projects are design / build in which we employ a consultative sales approach to provide the customer the desired solution to match their project budgets. Most of our sales personnel has engineering experience and we also have design engineers on staff to aid in project design. Our installation team is managed by professional project managers. We have a 24 x7 dedicated service department for after installation services. One of our major product lines is Avigilon and we are one of only a few that are Elite Partners in the area.

**5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.**

All State Communications utilizes a consultative sales approach with our agencies. We will meet with the client and before we do any site assessment or design will ask questions and listen to what their concerns and

expectations for their solutions are. After we have a good idea of what they want to achieve we will do a site assessment / design. Our sales team and project engineers have the experience required to provide an initial design and project budget that is specifically created for the client and their needs. A review meeting with the agency will be performed and final design and project costs will be provided for approval.

Following the award of a project the account manager will hold a kick off meeting the entire All State Communications team to ensure all specifications and scope of work are clearly understood. Dependent on the duration of the project, weekly or bi-weekly progress meeting will be held in efforts to communicate work completion to date and goals/objectives for the following week. Following full systems installation and testing a final walk through with the end users/agency will be conducted. Attendees of the final walk through will include but not limited to the All State Communications team, the agency and the owner. Following the final walk through a full systems training will be performed. Attendees to the training will be at the agency's discrepancy. Project documentation will be turned over to the agency, project close out, warranty and service department information will be provided.

**6. Describe your delivery policy and lead time required from receipt of order to delivery.**

Our standard delivery policy is 4-6 weeks from the receipt of order, however we are experiencing a global supply chain issue currently and some products such as certain card readers are from 26-52 weeks lead time. We are being told that by Q2 of 2023 the majority of the supply chain should be back to pre-pandemic levels and we should be able to offer our standard delivery.

**7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

All State Communications does not have minimum order requirements and assess no surcharges.

**8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.**

The majority of the products included in the Pricing Schedule are low voltage devices. The head end will require 120-volt power connections which we cannot provide as we are a union low voltage company and cannot provide high voltage services. All of our technicians are licensed for low voltage installations.

**9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.**

With the vast manufactures and product lines All State Communications, Inc is able to provide and support; the ability to have a solution either locally hosted, cloud based or combination of both is available upon request. In all cases All State Communications will work with the agencies to identify their specific requirements relating to resolution, frame rate and retention in effort to design a system that will meet and exceed their needs. In all cases the agencies IT support teams will be included in the design and network requirements. The associated costs for a hosted solution is by the number of devices being serviced, normally the cost is by the individual camera or card reader.

**10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.**

The solutions All State Communications is providing within our Pricing Schedule have the ability to either be web based or local client. All solutions have the ability to be segmented via an administration authorization.

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

There is a one-time licensing cost for most all of our software solutions within our Pricing Schedule. Some of the manufacturers do have annual software support costs such as Lenel / S2, while others such as Avigilon are a onetime cost at time of purchase and then there is a per license cost on major upgrades every 18-24 months.

**12. Describe the integration features of and between your proposed security solutions.**

The solutions All State Communications is providing within our Pricing Schedule can be integrated. For example, Avigilon has a seamless integration between their access control and video surveillance systems. Integration can be camera call up on an event to analytic solutions such as appearance search or loitering.

**13. Describe the “panic” button related solutions available with your proposal. Describe what events or messages are triggered from button activation in a threat situation.**

Many different functions of the panic button can be achieved via input and/or relay on a security panel with tie in to either a central monitoring station or security operating center. Automatic notifications such as a text message or email can be distributed to pre-approved list of recipients. In most cases panic buttons will be incorporated with the lockdown features for building security via the access system and with integration you can also provide video surveillance for first responders. All panic / lockdown solutions require multiple meetings with clients to determine what is the best for their facility or campus.

**14. Describe any limitations to the solutions and or system being proposed (i.e. maximum number of doors, max. number of people scanned, cameras allowed per system).**

The multiple systems being proposed have varying limitations based on the licensing and/or software chosen. This does not mean that limitations cannot be resolved by upgrading the software solution or adding more licenses to provide the requirements needed. Each manufacturer have product variations that may limit the quantity of doors, cameras etc.

**15. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

All State Communications currently employs 3 dedicated service technicians / system engineers and 14 installation technicians. All of the technicians are certified for low voltage installations. In addition to the low voltage certifications all of the technicians have specialized product certifications as well. We also have 3 RCDD licensed personnel on staff to aid in network design and implementation.

**16. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

All State Communications has professional project management for every project. Documentation from system layouts, programming spreadsheets to agency requirements are turned over from the sales team to the project manager in our kick-off meeting. The project manager reviews the documentation with the sales team to aid in material procurement and shop drawing preparation. The project manager contacts the agency for introductions at the beginning of the project as the person to contact with project concerns or questions. Once the PM knows material delivery dates, they will schedule the installation with the agency. After the installation the PM will schedule training with the agency, the training is provided by one of our Systems Engineer that is certified in the particular product that was implemented.

**17. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

Dependent on the urgency, severity or request; specific service level agreements can be coordinated on a contract basis. All State Communications standard service response is 1-2 business days from initial contact. In the event of an emergency (i.e doors not locking, fire alarm troubles or alarm) All State Communications can respond within a 4-hour timeframe.

**18. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

All State Communication’s standard warranty includes a one-year parts & labor warranty. Additional terms such as length of warranty or technician response time can be accommodated upon request. Warranty coverage is provided through our Service Department, at the end of the installation we will provide the client with a warranty letter and service request information.

**19. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

Exclusions to our warranty include; misuse, under/over voltage, water damage or Acts of God, such as lightning. Warranty labor is done during standard working hours and does not include after hours or holidays.

**20. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

All State Communication's standard warranty coverage includes travel time and we do not charge mileage, all of our service technicians have their own company vehicle. We do not have nay geographical locations we are not able to service, however travel time has to be taken into consideration on warranty response time.

**21. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

All State Communications payment methods can be achieved in multiple means for ACH / electronic to a standard check to credit card transactions. We do not charge any fees for these services. Our payment terms are 30 days. We do not require down payments but do provide progress invoices on larger projects or projects with extended schedules.

**22. Describe in detail your proposed exchange and return program(s) and policy(s).**

All State Communications extends our manufacturer's return policy – normally 30 days if the package is not opened. If it is commonly used product we will extend that out to 90 days if not opened and can be used on a different project.

**23. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any "value-adds" that are exclusive to CPC and the potential resulting contract.**

All State Communication, Inc is one of very few agencies with the ability to provide a turn key solution for any low voltage or security need. With offices located in Sauk Rapids, MN, and Roseville, MN, Arvig partner offices in Fargo, ND, and Perham, MN, we also have multiple other satellite offices throughout the states in efforts to provide prompt support and service whenever and wherever the need arises. All State Communications, Inc is staffed with a full CAD design team, Engineering team, dedicated project management and experienced sales engineers to support our large field services team.

**24. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

All State Communications has specific project numbers associated with all CPC contract projects. This allows are accounting team to easily audit CPC projects. We keep a spreadsheet / log of all of the projects and if they are open or closed so we can easily provide our quarterly reports and fees to CPC.

## Exceptions & Deviations

**1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

All State Communications Inc is not requesting any exceptions from the terms and conditions documented within the General Terms and Conditions.

**2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.**

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

All State Communications Inc is not requesting any exceptions from the terms and conditions documented within the General Terms and Conditions.

## References

**Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.**

**Reference #1 – Company Name**  
**Service/Product Purchased**  
**Year of Purchase**  
**Reference Contact**  
**Phone**  
**Email**

**ISD #181 - Brainerd Schools**  
Access Control, Video Surveillance and Intrusion Systems – District Wide  
2019 through present.  
Reid Thiesse – Director of Buildings & Grounds  
218-454-6906  
Reid.thiesse@isd181.org

**Reference #2 – Company Name**  
**Service/Product Purchased**  
**Year of Purchase**  
**Reference Contact**  
**Phone**  
**Email**

**Dakota County Community Development Agency**  
Video Surveillance Systems for their Senior Living Facilities  
2020 through present  
Nick Sisterman – Capital Project Manager  
612-760-7390  
nsisterman@dakotacda.org

**Reference #3 – Company Name**  
**Service/Purchase Purchased**  
**Year of Purchase**  
**Reference Contact**  
**Phone**  
**Email**

**Wright County of Minnesota**  
Access Control and Video Surveillance Systems  
2021 through 2022  
Alan Wilczek – Facilities Services Director  
763-682-7382  
Alan.wilczek@co.wright.mn.us



### 3 - Support Services

\*Please note this workbook has multiple worksheets / tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

**Responding Company's Name:** All State Communications

**REQUIRED FORM**

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Design & Assessment Services					
Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Installation Services					
Standard Business Hours	\$ 125.00	\$ 105.00		\$ 1.50	N/A
Weekday Evening	\$ 187.50	\$ 157.50		\$ 1.50	N/A
Weekend / Holiday	\$ 250.00	\$ 210.00		\$ 1.50	N/A

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Extended Warranty					
Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Training Services					
Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Maintenance Support					
Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Other Services					
Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

**The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":**

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

# Addendum Acknowledgement

**Instructions:** Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum Numbers Received** (check the box next to each addendum received):

Addendum No. 1

Addendum No. 5

Addendum No. 2

Addendum No. 6

Addendum No. 3

Addendum No. 7

Addendum No. 4

Addendum No. 8

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

  
\_\_\_\_\_  
*Authorized Signature*

November 1, 2022

\_\_\_\_\_  
*Date*

**Acknowledgment:** I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

\_\_\_\_\_  
*Authorized Signature*

\_\_\_\_\_  
*Date*

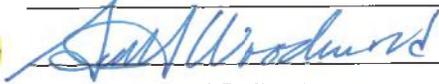
\*Note, both sections on this form should not be signed.

## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

**Part I: Vendor**

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	<u>All State Communications</u>	<b>Date</b>	<u>November 1, 2022</u>
<b>Address</b>	<u>5114 Marson Drive</u>	<b>City, State, Zip</b>	<u>Sauk Rapids, MN 56379</u>
<b>Contact Person</b>	<u>Scott Woodward</u>	<b>Title</b>	<u>Business Development Manager</u>
<b>Authorized Signature</b>		<b>Title</b>	<u>Business Development Manager</u>
<b>Email</b>	<u>scott.woodward@allstatecom.com</u>	<b>Phone</b>	<u>(320) 204-1583</u>

**Part II: CPC**

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

## 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

## 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

## 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## 8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## 9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## 10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## 11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## 12. General Compliance with Participating Agencies

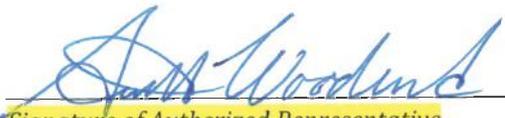
In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	SW
2. Termination for Cause of Convenience	Yes	SW
3. Equal Employment Opportunity	Yes	SW
4. Davis-Bacon Act	Yes	SW
5. Contract Work Hours and Safety Standards Act	Yes	SW
6. Right to Inventions Made Under a Contract or Agreement	Yes	SW
7. Clean Air Act and Federal Water Pollution Control Act	Yes	SW
8. Debarment and Suspension	Yes	SW
9. Byrd Anti-Lobbying Amendment	Yes	SW
10. Procurement of Recovered Materials	Yes	SW
11. Profit as a Separate Element of Price	Yes	SW
12. General Compliance with Participating Agencies	Yes	SW

## All State Communications

Name of Business



Signature of Authorized Representative

Scott Woodward / BDM

Printed Name/Title

November , 2022

Date

## Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: RFP #23.3  
Solicitation Number: Security Cameras, Intrusion and Weapons Detection and Door Access Control Solutions  
Vendor Name: All State Communications

If a subcontractor will not be used, check this box:

Company Name: Midwest Lock & Safe  
Street Address: 2642 30th Avenue South  
City, State, Zip: Minneapolis, MN 55406  
Telephone: (612) 860-7233  
Primary Contact: Neal Campion  
Email Address of Contact: neal@midwestlock.com  
Services to be provided:

### Door Hardware / Lock Installation

Company Name: Lockguard  
Street Address: 4512 Williston Road  
City, State, Zip: Minnetonka, MN 55345  
Telephone: (612) 618-8328  
Primary Contact: Gary Malec  
Email Address of Contact: gary@lockgaurd.com  
Services to be provided:

### Door Hardware / Lock Installation

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

## Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

**Your organization's uploaded proposal should include the following submitted and correctly labeled documents:**

X	Document Title	How to be Submitted
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
X	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
X	Exhibit B - State(s) Contractor's License	Submit as PDF
X	Additional Information – as required <ul style="list-style-type: none"> <li>• Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li> </ul>	Submit as PDF

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.

  
 Authorized Signature

Scott Woodward / BDM

Printed Name/Title

November 1, 2022

Date



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

10/19/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Cottingham & Butler 800 Main St. Dubuque IA 52001	<b>CONTACT NAME:</b> <b>PHONE (A/C, No, Ext):</b> 563-587-5000		<b>FAX (A/C, No):</b> 563-583-7339
	<b>E-MAIL ADDRESS:</b>		
<b>INSURER(S) AFFORDING COVERAGE</b>			<b>NAIC #</b>
<b>INSURED</b> All State Communications, Inc. 5114 Marson Drive Sauk Rapids MN 56379	<b>INSURER A :</b> The Travelers Indemnity Company of America		25666
	<b>INSURER B :</b> The Phoenix Insurance Company		25623
	<b>INSURER C :</b> The Charter Oak Fire Insurance Company		25615
	<b>INSURER D :</b> Travelers Property Casualty Company of America		25674
	<b>INSURER E :</b>		
<b>INSURER F :</b>			

**COVERAGES**

CERTIFICATE NUMBER: 1751117213

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			630-7R067595	1/1/2022	1/1/2023	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 1,000,000
							MED EXP (Any one person)	\$ 10,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
C	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			810-7R067430	1/1/2022	1/1/2023	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			CUP-7R389234	1/1/2022	1/1/2023	EACH OCCURRENCE	\$ 5,000,000
							AGGREGATE	\$ 5,000,000
								\$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			UB-7R127037	1/1/2022	1/1/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
							E.L. EACH ACCIDENT	\$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
D	Tech E&O			ZPL-41N34542	1/1/2022	1/1/2023	Occ/Agg Limit	10,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

Evidence of Coverage

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.

Minnesota Department of Labor and Industry  
Construction Codes and Licensing Division  
443 Lafayette Road N  
Saint Paul, MN 55155

Licensing and Certification Services  
Phone: 651.284.5034  
Email: [DLI.License@state.mn.us](mailto:DLI.License@state.mn.us)  
Website: [www.dli.mn.gov/ccld.asp](http://www.dli.mn.gov/ccld.asp)

**NOTICES**

**NOT TRANSFERABLE**

**CHANGE YOUR BUSINESS STRUCTURE  
SUBMIT A NEW APPLICATION FOR NEW ENTITY**

**RENEW OR REPLACE INSURANCE POLICY  
SUBMIT NEW CERTIFICATE OF INSURANCE**

ALL STATE COMMUNICATIONS INC  
5114 MARSON DR  
SAUK RAPIDS, MN 56379

**NOTIFY THE DEPARTMENT OF A CHANGE IN YOUR BUSINESS.  
Failure to do so, subjects you to administrative penalties of up to \$10,000.**

**15-Day Notice Requirement – Forms available online at [www.dli.mn.gov/CCLD/LicUpdate.asp](http://www.dli.mn.gov/CCLD/LicUpdate.asp)**

- Change in business physical address, mailing address, phone number, or email address
- Change in control, owners, officers, directors, members, partners
- Change in business' legal name and/or assumed name
- Loss of or change in POWER LIMITED TECHNICIAN
- Change in general liability insurance or workers' compensation insurance coverage.

**Immediate Notice Requirement – Notification to DLI in writing**

- Judgment Debtor. A licensed contractor has 15 days to provide written notice of the finding that it is found to be a judgment debtor based upon conduct requiring licensure.
- Bankruptcy Petition Filed. A licensed contractor has 15 days to provide written notice that it filed a petition for bankruptcy.
- Conviction Notice. A licensed contractor has 10 days to provide written notice that it has been found guilty of a felony, gross misdemeanor, misdemeanor or any comparable offense related to the license, including convictions of fraud, misrepresentation, misuse of funds, theft, criminal sexual conduct, assault, burglary, conversion of funds, or theft of proceeds in this or any other state or any other United States jurisdiction.

**YOUR CERTIFICATE IS BELOW THE PERFORATION.**

**SHOW CERTIFICATE WHEN OBTAINING PERMITS.**



Construction Codes and Licensing Division  
Website: [www.dli.mn.gov/ccld.asp](http://www.dli.mn.gov/ccld.asp)

Licensing and Certification Services  
Email: [dli.license@state.mn.us](mailto:dli.license@state.mn.us)

443 Lafayette Road N St. Paul, MN 55155  
Phone: 651.284.5034

**TECHNOLOGY SYSTEMS CONTRACTOR**

This is to certify that the certificate holder is licensed as a TECHNOLOGY SYSTEMS CONTRACTOR in the state of Minnesota and is in compliance with Minnesota Statutes 326B.33, Subd. 14, and may perform or offer to perform the installation, maintenance, and repair of electrical wiring, apparatus, and equipment for technology circuits and systems during the license period; provided the responsible individual is at all times a POWER LIMITED TECHNICIAN and the certificate holder maintains compliance with the required bond, general liability insurance, and workers' compensation laws.

License : TECHNOLOGY SYSTEMS CONTRACTOR  
Lic Number : TS000045 ALL STATE COMMUNICATIONS INC  
Effective Date : 08/08/2022 5114 MARSON DR  
Expiration Date : 07/31/2024 SAUK RAPIDS, MN 56379

VERIFY UP-TO-DATE STATUS, BOND, AND INSURANCE INFO AT [www.dli.mn.gov/ccld/LicVerify.asp](http://www.dli.mn.gov/ccld/LicVerify.asp) (ENTER NUMBER)

L  
I  
B  
L  
C  
T

# ALL STATE COMMUNICATIONS

An Arvig® Company

Category: Security

Vendor: All State Communications, an Arvig Company



## System Specialization:

- Access Control
- IP Video Solutions
- Voice and Data Infrastructure
- Fusion Splicing
- Weapons Detection
- Fire Alarm
- Intrusion Detection and Monitoring
- Fire Alarm Monitoring and Inspections

## Contract #19.7-ACS

- See contract details at [www.purchasingconnection.org](http://www.purchasingconnection.org)

## Member Benefits

- More than 2,000 discounted items offered by our supported manufacturers
- 5%-35% discount applied to all products and services
- Members doing remodels or new builds will have unlimited access to our experienced design team
- Additional volume discounts available

## How to Order

- Please contact either of your designated CPC contract specialist at All State Communications, an Arvig Company: Scott Woodward | 320-204-1583 | [scott.woodward@allstatecom.com](mailto:scott.woodward@allstatecom.com) or Rick Braman | 320-204-1564 | [rick.braman@allstatecom.com](mailto:rick.braman@allstatecom.com)

Be sure to mention your Cooperative Purchasing Connection membership.



## For more information

[info@purchasingconnection.org](mailto:info@purchasingconnection.org)

888-739-3289

[www.purchasingconnection.org](http://www.purchasingconnection.org)

## Overview

All State Communications, a subsidiary of Arvig Enterprises, Inc provides a full range of products and services to support any type of network topology for voice and data applications. All State specializes in various systems with experienced and friendly professionals that are sure to provide the latest in technology to meet and exceed your needs.

## Eligibility

Local government, schools and nonprofits are eligible for the value and cost savings provided through this partnership.

## Competitive, Compliant, Convenient

Requests for Proposal (RFP), conducted by CPC, satisfy the competitive solicitation process in Minnesota, South Dakota and North Dakota.

- Minnesota statute §123A.21 and 471.345 subdivision 15
- North Dakota statute §54-40.3 of the North Dakota Century Code
- South Dakota statute §5-18A-37



**Cooperative Purchasing Connection**  
Tabulation Report RFP #23.3 - Security Cameras,  
Intrusion and Weapon Detection, and Door Access  
Control Solutions

**Vendor: Asset Management Systems**

**General Comments:**

**General Attachments:** Certificate of Insurance - USA Security.pdf  
RFP 23.3 - Pricing Schedule\_Amended 10.19.2022 (2).xlsx  
Full price schedule on file with CPC.  
RFP 23.3 - Vendor Forms - Signatures - USA Security.pdf  
RFP 23.3 - Vendor Questionnaire.docx  
State License - USA Security.pdf

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**Vendor Questionnaire – Name of Company**".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

**The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":**

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

Asset Management System: DBA USA Security

**Name of Company:** \_\_\_\_\_

**Company Address:** 6251 Bury Drive

**City, State, Zip code:** Eden Prairie MN 55346

**Website:** [www.usasecurityinc.com](http://www.usasecurityinc.com)

**Phone:** 952-829-5919

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
<b>General Manager</b>	Ross Brandon	<a href="mailto:RBrandon@USASecurityinc.com">RBrandon@USASecurityinc.com</a>	952-829-5919
<b>Contract Manager</b>	Lauren Enerson	<a href="mailto:LEnerson@usasecurityinc.com">LEnerson@usasecurityinc.com</a>	952-829-5919
<b>Sales Manager</b>	Chris Daniels	<a href="mailto:CDaniels@usasecurityinc.com">CDaniels@usasecurityinc.com</a>	612-220-2042
<b>Marketing Manager</b>			
<b>Customer Service Manager</b>	Beau Toutloff	<a href="mailto:BToutloff@usasecurityinc.com">BToutloff@usasecurityinc.com</a>	952-829-5919
<b>Account Manager(s)</b>	Chris Daniels	<a href="mailto:CDaniels@usasecurityinc.com">CDaniels@usasecurityinc.com</a>	612-220-2042

List who will be responsible for receiving updated participation lists.

Name	Email	Phone
Chris Daniels	<a href="mailto:Cdaniels@usasecurityinc.com">Cdaniels@usasecurityinc.com</a>	612-220-2042

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Jessica Carpenter	<a href="mailto:jcarpenter@usasecurityinc.com">jcarpenter@usasecurityinc.com</a>	612-220-2042

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Jessica Carpenter	<a href="mailto:jcarpenter@usasecurityinc.com">jcarpenter@usasecurityinc.com</a>	612-220-2042

Identify any business types/classifications that your company holds. **\*Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
X	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

N/A

## Qualifications & Experience

### **1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

USA Security is a family run business founded in 2003. From inception, USA Security differentiated from the competition by focusing on emerging technology. USA Security came into existence at a time of great change in the security industry specifically speaking of video. As IP video emerged, and more and more security and surveillance projects were being routed into customer's IT Departments, many legacy security firms fell behind. Staffed with tech-savvy, forward-thinking sales and service representatives, USA Security was able to fill the need in the marketplace for a service provider who could work within the parameters of a customer's IT requirements while still providing top level service and equipment.

Today, USA Security has grown from 2 employees to nearly 30 employees, with customers in over 30 states. While maturing in expertise to service the needs of both local and national customers, USA Security has managed to maintain its family feel with 1/4 of our employees having been with the company for over 10 years. USA Security continues to be a leader in installation and customer service. Our sales and service hiring focus has always been on technical know-how. We staff a full internal and external service staff ready to support the end user remotely and on-site. The majority of our customers are locations that have an existing security integrator and existing equipment that is 4+ years old. USA Security wins these customers by providing systems that exceed current performance without complete replacement, and by showing superior attention to customer needs with exceptional service. USA Security has earned our position in the market by being 100% customizable. Every project is a true design build to the specification of the end customer, no kits, no out of the box. This gives the customer the greatest control over the end project and the budget.

### **2. Provide evidence of what your company is doing to remain viable in the security industry.**

USA Security strives to stay ahead of the technology curve in order to service the long-term needs of our customers. We impress upon our vendor partners that we are their best choice for referrals to position their product in the best light.

While the majority of the integrators in our space utilize subcontractors, USA Security staffs our own installers, our own remote support specialists, and our own service technicians.

Even in review of this RFP, upon last solicitation we had zero cloud surveillance and zero cloud access control offerings. In response during this submission process, due to market direction, and customer requests, we have two unique cloud video offerings and two unique cloud access control offerings.

A large portion of the buyers in this space are trying to move to the cloud and we are prepared to offer them solutions and path there. Conversely, there are still legacy customers with on-prem requirements and needs, and we are still the experts in on-prem systems.

Video and access control partners in the space have relied on us for go-to-market testing and strategies based on our tenure and knowledge.

2000s were the era where users moved from VCRs to DVRs. USA Security led that space in Minnesota  
2010s were the area where users went from DVRs to NVRs. We were one of the first adopters in the space  
2020s we are in the era of cloud. USA Security has three video and two access control cloud offerings, positioning us as one of the most balanced integrators in the state.

Out of responsibility to our customers, USA Security is constantly evaluating new equipment and services. Our office has several, revolving ongoing demonstrations and evaluations that we encourage customers and prospects alike to review at their convenience.

Evaluating and demonstrating new software/hardware and cabling is a must. What holds that all together is continual employee product training and standardization of support. USA Security recently built a new training facility for our employees to see how these systems are installed, programmed, and interfaced with.

In the past year, USA Security has brought on three new video systems and a new card access manufacturers' resulting in four new product offerings. Following the federal government's lead, we have dropped video surveillance manufacturers who are not NDAA compliant and supplemented it by gaining deeper discounts with an alternative manufacturer that we can pass onto our customers. While we may evaluate that a product offering has not kept up with our expectations, we still support a large backlog of products for our legacy customers.

**3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

USA Security's sole office is in Eden Prairie MN.

With over 20 years of experience, we have managed project installations ranging from single locations to over 30 states.

Our significant value adds in this environment (which we foresee lasting the duration of this contract) is logistics management. Timeliness is no longer a reality in this environment. However, expectation setting and communication must then excel if timeliness is not a reality. As a result, we have pivoted to hiring more purchasing and warehouse staff to simply manage lead-times and communication.

In this logistics' environment, what we can bring to the buying agency is regular and real time information about the status of their parts, and the timeline of their installation. That communication will keep the buying side engaged, and not feel like they are forgotten.

**4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

Lifetime, USA Security has retained 70% of its contract customers, the overwhelming reason for contract loss is closing of business or contract location.

Contracts include

- alarm monitoring,
- hosted access control
- system support agreements
- Remote video verification
- Cloud hosting

On a non-contract basis, the average customer will complete 6 individual projects with USA Security, returning to us time and time again.

**5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

In 2022 we completed new projects with approximately 45 different agencies.

These agencies had multiple projects.

Projects by state 2022:

- 75% of those projects are in MN.
- 25% of those projects are spread out over SD, IA, WI, AZ, CA, TX, NC, FLA , UT,OR, WA, OK, CO,

**6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

NONE.

We have learned through the last contract that agencies we may want to exempt, may still find it advantageous to buy off the contract. We would not want to limit that opportunity.

## Marketing & Partnership

**1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

A change in industry mindset has given us access to many more outbound calling resources. USA Security will work with CPC member coops on member lists, and calling resources to craft specific messaging around CPC products and Values.

While we do not have a true marketing department, we see Coop tech shows and Coop Member events as the most important avenue to CPC / USA Security growth. As intended initially (and derailed by covid) USA Security intends to participate and sponsor member events. We feel this is the best way to engage with groups of security users, who may all have similar concerns and problems, and allow them to communicate with us in more relaxed, group setting.

**2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A - Marketing Plan.**

At our core, we are a sales and service company. We do not employ full time marketing staff, nor do we regularly contract marketing staff. We have internal and external resources that we will utilize to promote the contract and status. However, due to the custom nature of each installation, one on one calling and communication or small group conference settings is how we go to market.

When calling on agencies we already have a cadence in place to discuss the value of the CPC contract. We will further craft that cadence to our outbound partners. And provide CPC and Regional Coop references for our outbound calling partners

Our marketing plan, in regards to CPC, will be to aligning Coop events, and to pair CPC logo with qualifying products during breakout session and vendor table presentations. When in front of these organizations on a regional level, we plan to pair the CPC logo with ours whenever possible, to remind or inform purchasers of the buying opportunity.

- **Current and Potential Agencies** – Our biggest area for growth and communication is leaning on our outbound call partners. We will work with our outbound calling partners to develop a cadence, and provide background context on how to relay the ability to purchase off of, and the value of the CPC contract in streamlining the demo and purchase process. There are times when a current agency may need to go outside of the bid process and utilize a buying contract.
- **Advertising** - We do not do traditional advertising. Our advertising plan would include CoOp specific events where we can sponsor and co-brand the CPC logo on our materials and presentations.
- **Contract Display** – where applicable, contract landing page links are included with correspondence to qualifying buying agencies. Contract number and reference also included on all proposals for purchase created for same buying agencies.
- 

**3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

Through our CRM we create specific instruction by account or by code to ensure that even our newest employees can have the CPC information available. Marketing staff, sales staff, and administrators will be the personnel interacting with details and promotion. As CPC agencies become customers, our familiarity will gain as each project receives its own project kickoff meeting. As we learn and grow through the CPC process, those successes will be passed back into our team for future success.

We are also partnering with outbound calling services and they will be given a specific cadence when calling on customers that fall within the CPC's structure.

## Financials & Level of Support

### 1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.

Traditionally less than 15% of our business is from SLED purchasers,

### 2. Indicate the level of support your company will offer on this contract category.

- Pricing is better than what is offered to individual educational agencies.  
 Pricing is better than what is offered to cooperative educational agencies.  
 Other, please describe

#### If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

In Review of our previous CPC award, we are in a position to offer a steeper discount on the repeating products, and an equal discount on new products.

### 3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes  No

#### If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

[Click or tap here to enter text.](#)

### 4. Has your company been disbarred and or suspended in doing business within the United States?

Yes  No

#### If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

[Click or tap here to enter text.](#)

## Industry-Specific Information

### 1. List in the state(s), region, and or area that your company is proposing to support.

Minnesota  
Iowa  
Western Wisconsin  
Eastern South Dakota  
Eastern North Dakota

### 2. Provide a general narrative description of the products and services offered in your proposal.

In an attempt to offer as much flexibility and value as we can to the purchasing organization, we are providing options for on-prem and cloud solutions, in access control, video surveillance, and environmental sensors. We are also offering full installation services for a turnkey solution off of bid.

Our solution offering should integrate with a majority of customers equipment already in service, while also offering purchasing organizations an option for full system replacement.

Following page is a snapshot of service offerings

Service offerings.

On-Prem Access Control	Open Source Hardware	<a href="#">Avigilon ACM</a>
On-Prem Access Control	Open Source Hardware	<a href="#">RS2</a>
Cloud Based Access Control	Closed Source Hardware	<a href="#">OpenPath</a>
Cloud Based Access Control	Closed Source Hardware	<a href="#">Verkada</a>
Cloud Based Video	Closed Source Hardware	<a href="#">AVA Aware</a>
Cloud Based Video	Open Connector	<a href="#">AVA Aware</a>
Cloud Based Video	Closed Source Hardware	<a href="#">Verkada</a>
On-Prem (Dashboard) Vape / Environmental Sensor		<a href="#">IP VIDEO (Halo)</a>
Cloud Based Vape / Environmental Sensor		<a href="#">IP VIDEO (Halo)</a>
Cloud Based Vape / Environmental Sensor		<a href="#">Verkada</a>
Weapons Detection		<a href="#">EVOLV</a>

**3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)**

Service features vary by platform and equipment type. Features available in some bundle utilizing these offerings:

- Mobile access
- Web Access
- Cloud Storage
- Smart Analytics
- Smart Searches
- Appearance / Identity Search
- License Plate Recognition
- Facial Recognition
- Mobile access cards
- Mobile unlock

**4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.**

**Sales:** Our sales process involved the ability to do on-demand demos. Our sales team has technical product knowledge and does not need to bring the manufacturer into the demonstration. This allows the buying agency to have a more comfortable buying process. Our collaborative design tools allow the buying agency real-time access to their system plans

**Service:** We have a dedicated, staffed help desk, and dedicated, staffed, field support team. Unless requested by the buying agency, we do not use subcontractors. Our technicians are front-line certified and are able to troubleshoot over 75% of service issues remotely, without a trip charge, or on-site labor charge.

**Installation:** The lifecycle of this contract will take place in a challenging distribution landscape. USA Security has invested in logistics resources and tracking. Buying agencies will be given real-time updates to the status of their projects. Our planning services are second to none in this industry. We also employ our own team of technicians, up to four crews of two techs can be deployed for projects, making us very unique. The majority of competitors in our industry use a pool of subcontractors. We feel this is not in the best interest of the customer, and we want the communication and installation to be our responsibility, not the responsibility of subcontractors

**Technology:** Our technology offering reflects our expertise. Along with an extensive offering on this contract, we also have a great understanding of comparable products. In this logistics environment, we have had to (and successfully been able to) pivot mid-project to alternative products based on availability to complete projects on-time for our customers.

**Product Line:** By offering both on-prem and cloud options for video and access control, USA Security has the most robust and complete selection for the growing needs of today and tomorrow’s buying organization. By straddling both on-prem

and cloud, we are set up to support customers in either sphere, and also assist in migration from one to the other. Technology and support.

We open our offices and welcome buying agencies to tour our offices, see what makes us different, and feel comfortable with our organization. As a family run business, all we have are our great people. Every one on our staff understands the importance of these customer relationships. Customers are not treated like a number; they are treated like a partner.

**5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.**

- Initial conversation and discover
- Demo of product or products for evaluation and proof of concept
- Trial Demo
- Site visit and system design
- Proposal
- Agreement
- Mutual sales contracts
- Negotiated payment terms met
- Equipment ordered
- Project kick-off meeting
- In-house programming
- Installation
- Training
- Final billing per negotiated.

**6. Describe your delivery policy and lead time required from receipt of order to delivery.**

Box Order / Direct Order:

Order placed with USA Security. USA Security works with manufacturer for direct shipping and provides shipping / tracking number to purchasing agency

Installation project

Payment terms to be negotiated with purchasing agency. Once agreed upon terms are met, USA Security will order equipment. Installation services scheduled based on equipment ETA.

**7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

NONE

**8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.**

Majority of field devices are low voltage, either powered by 12/24 V power supply or by PoE.

Some installations will require licensed installers. USA Security has 9 fully employed low voltage technicians.

Where high voltage may apply for wireless devices or for Life-Safety, USA Security will work with purchasing agency's electrical contractor. Where none available, USA Security will subcontract on a case by case basis.

**9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.**

Due to the number of service offerings. This should be evaluated by the purchasing agency directly to see which fits their policy best. A snapshot is listed here, however with the number of offerings USA Security will provide; it would not be prudent to evaluate each one in this section.

Avigilon ACM	LINUX	On-Prem RAID ARRAY
RS2	Windows	On-Prem RAID ARRAY
OpenPath	Cloud	AWS
Verkada	Cloud	AWS
AVA Aware	Cloud	Google
AVA Aware	Cloud	Gloogle
Verkada	Cloud	AWS
IP VIDEO (Halo)		On-Prem
IP VIDEO (Halo)	Cloud	AWS
Verkada		AWS
EVOLV		AWS

**10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.**

SEE #9

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

All specific licensing cost is made available in PricingSchedule\_Amended 10.19.2022 File included with upload.

Avigilon ACM	As needed by version	*Free	
RS2	Annual SLA Update	QTY by System	
OpenPath	Annual	\$300 / door	
Verkada	Annual	\$300 / door	
AVA Aware	Annual	\$179 / Camera	
AVA Aware	Annual	\$179 / Camera	
Verkada	Annual	\$199 / Camera	
IP VIDEO (Halo)			
IP VIDEO (Halo)	Annual	QTY By System	
Verkada	Annual	QTY by System	
EVOLV	Annual	QTY by System	

**12. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

Project Managers have mix of PLT licenses and Certified Security Project Manager (CSPM by SIA)  
 Remote Support Technicians have a mix of PLT and Registered Non PLT license  
 Installers and Foremen have a mix of PLT and Registered Non PLT license and NICET certification

**13. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

Upon client approval of system design and executed payment terms, a Project Meeting is scheduled on the following Tuesday. This initial meeting is when our Project Services Dept takes the responsibility of successfully deploying and commissioning the system. Working with all interested parties, Project Services develops and implements the project and communication plan. This plan includes the prep phases of Engineering, Procurement, Enrollment, and Production, These phases enable us to work through exactly how the system will function on a daily basis and the people behind it. Additionally, the Production phase allows us to fully program and test the system before it's deployed. Reducing onsite time and costly mistakes. Then comes Installation, Testing, and Training phases. After our client signs off on Testing, we schedule and complete the onsite/remote training called for by the scope of work. After 90 days has passed the client will be directed to our Service Dept for all future Support/Repair Requests. The Support phase varies depending on what programs were elected by the client.

All projects are a on first come first installed basis, so seasonal fluctuations may occur. All projects from USA Security will have line item labor hours included for an anticipated time on site. Throughout the process USA Security's project management team will be in contact with the project site.

**14. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

Service times are laid out by two factors: SLA, and level of urgency. For emergency situations as deemed by the agency, USA Security will dispatch a technician ASAP. The duration to respond and resolve will depend on location of agency in relation to a USA Security technician. In most emergency situations USA Security can begin to remote troubleshoot within one hour. USA Security does staff a rotation of emergency on-call technicians for after-hours needs. As laid out in section one, USA Security offers system support and maintenance programs above the standard warranty. Customers enrolling in those programs receive priority scheduling in non-emergency situations.

**15. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

Purchasing agencies will be offered four tiers of service

USA Security inbound help desk is the first point of coordination. Further / more complicated service calls are tracked and ran by USA Security Customer Success Department.

1 - Manufacturer's warranty and time and material on all service work- manufacturer's warranty not covered by USA Labor.

2- Manufacturer's warranty and time and material on all FIELD service work, remote support on contract- manufacturer's warranty not covered by USA Labor.

3- Manufacturer's warranty and ALL support labor (field and remote)

4 - Full fix and replace, all materials and labor

**16. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

Vandalism, weather, force majeure, service by non-certified technician all can void warranty.

**17. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

USA Security offers a 90-day craftsmanship warranty on all field labor, regardless of geographic region. IN all other SLA options, Time and Material is portal to portal. Purchasing agencies may work on their own behalf when budget calls for it to participate in their own RMA process through USA Security.

**18. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

ACH Direct

Traditional invoice and check payment

Credit Card under \$7500.

During the new customer onboarding process, payment terms are negotiated. Payment terms can be amended at any time by purchasing agency request.

**19. Describe in detail your proposed exchange and return program(s) and policy(s).**

It is crucial that the purchasing agency and USA Security perform due-diligence. Proof of concept and try and buys are encouraged. Once a product is hung on the wall, there is a 30% restocking fee as well as labor charged for removal. Returns / exchanges are not likely to occur.

**20. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any "value-adds" that are exclusive to CPC and the potential resulting contract.**

USA Security intends to add value to the member co-ops by engaging in their tech seminars.

The contract offering and access to expertise is the only value add above our normal business offering to CPC buying agencies.

**21. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

USA Security currently tracks at time of sale if an account has utilized CPC. USA Security pools those accounts until quarterly remittance. USA Security will continue to follow this procedure if awarded

## Exceptions & Deviations

**1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

In the event a participating CPC agency elects to forgo the CPC and issue their own bid process, those purchases will not be reported by USA Security to the CPC as part of the 2% calculation. Upon request, USA Security will make CPC aware of those purchases and their value to better collaborate strategies for future purchases by agencies through the CPC.

USA Security is requesting that monthly contract valuations (Service agreements, Software SLA / SSAs, and alarm monitoring service) be excluded from the quarterly CPC report and excluded from CPCs 2% fee. Also, USA Security is requesting that time and materials service and repair work be excluded from the quarterly report to the CPS and excluded from the 2% fee. USA Security requests that 2% fee be applied only to new projects consisting of equipment purchase and installation.

**2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.**

**Respondents must include the following when requesting exceptions:**

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

No exceptions requested.

## References

Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	City of Waconia
Service/Product Purchased	Open Path Access Control, Avigilon Video
Year of Purchase	Projects in 2021 and 2022
Reference Contact	Jody Lechner
Phone	952-442-2814
Email	JLechner@waconia.org

Reference #2 – Company Name	Glencoe Silver Lake School District
Service/Product Purchased	Avigilon Video
Year of Purchase	Projects yearly since 2012
Reference Contact	Jeff Jenson
Phone	(320) 864-2407
Email	JJenson@gsl.k12.mn.us

Reference #3 – Company Name	St Paul RiverCenter (Xcel Energy Center)
Service/Purchase Purchased	Avigilon Video, RS2 Access Control
Year of Purchase	Yearly projects since 2018
Reference Contact	Rachael Johnson
Phone	651.602.5731
Email	rjohnson@wild.com



### 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

**REQUIRED FORM**

Responding Company's Name: **USA Security**

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.	Mileage charged as time, not distance)
Sales Consultation	0	0	0	0	0	0
Product Demonstration	0	0	0	0	0	0
Preliminary Design	0	0	0	0	0	0
RFP Design On site	165	145		*		Would apply to tab four discounts
RFP Design - Drafting and documentation						

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.	Mileage charged as time, not distance)
Labor to Install local (within 1 hr drive of Eden Prairie)	155	145	n/A	Drive Time	Available at volume level on tab four	
Labor to install out of area	175	165	Included	Drive Time	Available at volume level on tab four	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.	Mileage charged as time, not distance)
Full support warranty available on selection	1% of project month	.09% of project month	N/A	N/A	Discounted volume price on tab four would reset rate price	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.	Mileage charged as time, not distance)
Full Admin and operator training built into project budget	N/A	N/A	N/A	N/A		
Remote secondary training, admin or operator	\$155	145	N/A	N/A	N/A	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.	Mileage charged as time, not distance)
Emergency Service HRLY	325	275	0	Drive Time	N/A	
Next Day Service HRLY	250	200	0	Drive Time	N/A	
Scheduled service HRLY	155	145	0	Drive Time	N/A	
Remote Service	155	145	0	N/A	N/A	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.	Mileage charged as time, not distance)



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

**The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":**

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)



## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

**Part I: Vendor**

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	USA Security Inc	<b>Date</b>	10/25/2022
<b>Address</b>	6251 Bury Drive	<b>City, State, Zip</b>	Eden Prairie, MN 55346
<b>Contact Person</b>	Chris Daniels	<b>Title</b>	Director of Sales & Marketing
<b>Authorized Signature</b>	<i>Jessica Carpenter</i>	<b>Title</b>	Director of Operations Management
<b>Email</b>	cdaniels@usasecurityinc.com	<b>Phone</b>	952-829-5919

**Part II: CPC**

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance "EDGAR" Certification Form

200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor's willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor's authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

## 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

## 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor's return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency's provision shall control.

## 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

"federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## **8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## **9. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## **12. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	YES	gc
2. Termination for Cause of Convenience	YES	gc
3. Equal Employment Opportunity	YES	gc
4. Davis-Bacon Act	YES	gc
5. Contract Work Hours and Safety Standards Act	YES	gc
6. Right to Inventions Made Under a Contract or Agreement	YES	gc
7. Clean Air Act and Federal Water Pollution Control Act	YES	gc
8. Debarment and Suspension	YES	gc
9. Byrd Anti-Lobbying Amendment	YES	gc
10. Procurement of Recovered Materials	YES	gc
11. Profit as a Separate Element of Price	YES	gc
12. General Compliance with Participating Agencies	YES	gc

USA Security Inc

Name of Business

Jessica Carpenter

Signature of Authorized Representative

Jessica Carpenter/Director of Operations

Printed Name/Title

10/25/2022

Date

# Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: \_\_\_\_\_  
Solicitation Number: \_\_\_\_\_  
Vendor Name: USA Security Inc

If a subcontractor will not be used, check this box:

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

# Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
	Certificate of Insurance – Name of Company	Submit as PDF
	Pricing Schedule – Name of Company	Submit as an Excel document
	Vendor Questionnaire – Name of Company	Submit as a PDF
	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
X	Exhibit B - State(s) Contractor's License	Submit as PDF
	Additional Information – as required <ul style="list-style-type: none"> <li>Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li> </ul>	Submit as PDF

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Jessica Carpenter/Director of Operations

Printed Name/Title

10/25/2022

Date

**NOTICES**

**NOT TRANSFERABLE**

**CHANGE YOUR BUSINESS STRUCTURE  
SUBMIT A NEW APPLICATION FOR NEW ENTITY**

ASSET MANAGEMENT SYSTEMS INC  
DBA USA SECURITY INC  
6251 BURY DRIVE  
EDEN PRAIRIE, MN 55346

**RENEW OR REPLACE INSURANCE POLICY  
SUBMIT NEW CERTIFICATE OF INSURANCE**

**NOTIFY THE DEPARTMENT OF A CHANGE IN YOUR BUSINESS.  
Failure to do so, subjects you to administrative penalties of up to \$10,000.**

**15-Day Notice Requirement – Forms available online at [www.dli.mn.gov/CCLD/LicUpdate.asp](http://www.dli.mn.gov/CCLD/LicUpdate.asp)**

- Change in business' physical address, mailing address, phone number, or email address
- Change in control, owners, officers, directors, members, partners
- Change in business' legal name and/or assumed name
- Loss of or change in POWER LIMITED TECHNICIAN
- Change in general liability insurance or workers' compensation insurance coverage

**Immediate Notice Requirement – Notification to DLI in writing**

- **Judgment Debtor.** A licensed contractor has 15 days to provide written notice of the finding that it is found to be a judgment debtor based upon conduct requiring licensure.
- **Bankruptcy Petition Filed.** A licensed contractor has 15 days to provide written notice that it filed a petition for bankruptcy.
- **Conviction Notice.** A licensed contractor has 10 days to provide written notice that it has been found guilty of a felony, gross misdemeanor, misdemeanor or any comparable offense related to the license, including convictions of fraud, misrepresentation, misuse of funds, theft, criminal sexual conduct, assault, burglary, conversion of funds, or theft of proceeds in this or any other state or any other United States jurisdiction.

**YOUR CERTIFICATE IS BELOW THE PERFORATION.**

**SHOW CERTIFICATE WHEN OBTAINING PERMITS.**



**TECHNOLOGY SYSTEMS CONTRACTOR**

Construction Codes and Licensing Division  
Website: [www.dli.mn.gov/ccld.asp](http://www.dli.mn.gov/ccld.asp)

Licensing and Certification Services  
Email: [dli.license@state.mn.us](mailto:dli.license@state.mn.us)

443 Lafayette Road N St. Paul, MN 55155  
Phone: 651.284.5034

This is to certify that the certificate holder is licensed as a TECHNOLOGY SYSTEMS CONTRACTOR in the state of Minnesota and is in compliance with Minnesota Statutes 326B.33, Subd. 14, and may perform or offer to perform the installation, maintenance, and repair of electrical wiring, apparatus, and equipment for technology circuits and systems during the license period; provided the responsible individual is at all times a POWER LIMITED TECHNICIAN and the certificate holder maintains compliance with the required bond, general liability insurance, and workers' compensation laws.

**License : TECHNOLOGY SYSTEMS CONTRACTOR**  
**Lic Number : TS001670**  
**Effective Date : 08/04/2022**  
**Expiration Date : 07/31/2024**  
**ASSET MANAGEMENT SYSTEMS INC**  
**DBA USA SECURITY INC**  
**6251 BURY DRIVE**  
**EDEN PRAIRIE, MN 55346**

L  
I  
B  
L  
C  
T

**VERIFY UP-TO-DATE STATUS, BOND, AND INSURANCE INFO AT [www.dli.mn.gov/ccld/LicVerify.asp](http://www.dli.mn.gov/ccld/LicVerify.asp) (ENTER NUMBER).**









**Cooperative Purchasing Connection**  
Tabulation Report RFP #23.3 - Security Cameras,  
Intrusion and Weapon Detection, and Door Access  
Control Solutions

**Vendor: Autoclear, LLC**

**General Comments:** Autoclear is a US based manufacturer of security X-ray Scanners. My personal experience includes Naval Surface Warfare (High level cross enhanced backscatter), Six Flags Theme Parks (traditional equipment used to screen thousands of visitors every day at every Six Flags Park in US, Canada and Mexico. Autoclear also has a substantial number of school districts who use the equipment for weapons detection.

**General Attachments:** 500M0017 - Spec. Sheet 4535DVS - Rev. E.pdf  
500M0018 - Spec. Sheet 5333DVS - Rev. C.pdf  
500M0020 - Spec. Sheet 6040DVS - Rev. C.pdf  
COI\_Sample\_AutoclearLLC.pdf  
Marketing PlanAutoclear.pdf

**Full price schedule on file with CPC.** RFP 23.3 - Pricing Schedule AutoclearLLC.xlsx  
RFP 23.3 - Vendor Forms - Signatures AutoclearLLC.pdf  
RFP 23.3 - Vendor Questionnaire\_AutoclearLLC.pdf

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**Vendor Questionnaire – Name of Company**".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

**The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":**

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

**Name of Company:** Autoclear LLC

**Company Address:** 18 Carlisle Road (Sales) 10A Bloomfield Avenue (Corporate)

**City, State, Zip code:** Hawthorn Woods, IL 60047 (Sales) Pine Brook, NJ 07058 (Corporate)

**Website:** WWW.Autoclear.com

**Phone:** 847-540-7266

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
General Manager			
Contract Manager	Gregory Schaefer	<a href="mailto:gregs@autoclear.com">gregs@autoclear.com</a>	847-540-7266
Sales Manager			
Marketing Manager			
Customer Service Manager	Mia Draghi	<a href="mailto:miadraghi@autoclear.com">miadraghi@autoclear.com</a>	973-276-6000
Account Manager(s)			

List who will be responsible for receiving updated participation lists.

Name	Email	Phone
Gregory Schaefer	<a href="mailto:gregs@autoclear.com">gregs@autoclear.com</a>	847-540-7266

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Gregory Schaefer	<a href="mailto:gregs@autoclear.com">gregs@autoclear.com</a>	847-540-7266

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Gregory Schaefer	<a href="mailto:gregs@autoclear.com">gregs@autoclear.com</a>	847-540-7266

Identify any business types/classifications that your company holds. \*Submit documentation in PDF format to verify business status (see bid checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:Small Manufacturer under GSA Contract # <b>GS-07F-184GA</b>

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

GSA Contract #GS-07F-184GA, Massachusetts State Contract Rev 103

## Qualifications & Experience

### **1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

Our roots trace back to 1938 as part of Philips Electronics. Since 1988 we are a privately-owned New Jersey-based company. In 1995 incorporated as Control Screening, Tax ID#22-2964823. Name changed to Autoclear, Tax ID remained the same. We produce a wide range of products serving various applications, from smaller machines for mailrooms and schools, to large machines for cargo, to high-end technologies protecting military installations. We also manufacturer trace detection equipment which is used to find explosives and narcotics.

### **2. Provide evidence of what your company is doing to remain viable in the security industry.**

Autoclear has resisted the temptation to create features and then go looking for problems that our technology can fix. Instead, Autoclear has looked for problems that already exist and use available technology to fix those problems. As an example, most of our competitors use some version of Windows, with all its known issues. Every time Windows withdraws support for a product version, competitive equipment has to figure out an upgrade.

By comparison, Autoclear writes its own operating system, using a form of Linux, which is considered to be the most stable operating system commercially available. CPU's and motherboards may change, but XRayOS remains completely under our control. This affords an easier task of adding new features or modifying existing features whenever necessary.

### **3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

Autoclear Worldwide Headquarters and main factory are located in Pine Brook, New Jersey. Since our inception, we have acquired manufacturing facilities in Ottawa Canada and the Philippines. This contract will be entirely supplied from Pine Brook, New Jersey.

### **4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

Because of the long life span of this equipment, it is more common to stress new business as opposed to retention of existing business. Existing customers will require certain services such as mandatory annual radiation survey and repair to non-function machines. This creates a built in customer relationship for as long as the customer needs the equipment. Certain customers, who may be repeat customers, are handled by a dedicated representative who serves as a point of contact for any issues that may arise.

### **5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

The numbers for these three states are smaller, due to the prolific business in other areas of the United States. However, In South Dakota, we have all the state prisons, Pennington County, Lincoln County and others. North Dakota includes Morton County> Minnesota includes Crow Wing County, a number of state correctional facilities and corporate customers including The Mayo Clinic and American Express, Wells Fargo and US Bank.

### **6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

None

## Marketing & Partnership

- 1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

Addition of CPC link on all proposals for new equipment. Autoclear currently attends a wide variety of trade shows including ASIS (GTX), National Sheriffs Association, various State Sheriffs Associations and Correctional Shows. In a wider market place, IAAPA, various professional and college athletic conferences and appropriate school security conferences.

- 2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A - Marketing Plan.**

To be determined

- 3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

All sales people will be instructed on how to use the CPC relationship as a method of keeping future sales off bid. This is especially important with government customers.

## Financials & Level of Support

- 1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.**

Autoclear is a privately owned company and respectfully declines to put this information in a publicly available location. Autoclear will be happy to discuss this information in a manner that remains confidential.

- 2. Indicate the level of support your company will offer on this contract category.**

\_\_\_\_\_ Pricing is better than what is offered to individual educational agencies.  
  X   Pricing is better than what is offered to cooperative educational agencies.  
\_\_\_\_\_ Other, please describe

- If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:**

Pricing is identical to GSA Contract, however, shipping is included in this proposal. GSA pricing requires the customer to pay shipping costs.

- 3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?**

\_\_\_\_\_ *Yes*                        X   *No*

**If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.**

Click or tap here to enter text.

- 4. Has your company been disbarred and or suspended in doing business within the United States?**

\_\_\_\_\_ Yes

X  No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

## Industry-Specific Information

### 1. List in the state(s), region, and or area that your company is proposing to support.

48 Contiguous States

### 2. Provide a general narrative description of the products and services offered in your proposal.

X-ray scanners for weapons detection. Eliminates the need for hand searches at the entry. Increases throughput. Finds threats in a more efficient and more accurate manner than a hand search.

### 3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)

Remote Viewing available., from a desktop PC or Smartphone. Archives images for evidentiary or training purposes. AI shape recognition available optionally. AutoMatAlert offered as standard.

### 4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

Autoclear is a US based manufacturer. Machines are built in Pine Brook, New Jersey. There is no possibility of trade embargo's or political actions affecting our ability to deliver or maintain equipment. While most other competitors use Windows with all of its known issues, Autoclear writes its own operating system using a version of Linux. This increases the lifetime of Autoclear equipment. Windows ends support of their existing versions on a regular basis. That will not happen with Autoclear. Only two companies in our industry have made this conversion.

### 5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.

Typically, the entire process will be handled by Autoclear employees from sales to after warranty repairs. In certain instances, dealers may become involved, primarily from the sales aspect. But maintenance is always available from Autoclear, no matter where the machine was purchased.

### 6. Describe your delivery policy and lead time required from receipt of order to delivery.

Equipment is built to order. Lead time will range from 3 to 6 weeks. For the machines listed on this contract, we are currently shipping in 3-4 weeks.

### 7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

1 machine minimum. No surcharges or penalties.

### 8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.

N/A. Equipment uses standard 110/120 60hz power.

### 9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.

Hosting is not an issue. All operations are on board. For remote viewing, the client is responsibility for providing internet access according to their own best practices.

### 10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.

Hosting is not an issue. All operations are on board. For remote viewing, the client is responsibility for providing internet access according to their own best practices.

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

N/A for equipment. For AI Threat Assist, the clients machines will receive lifetime upgrades every time the shape recognition software is upgraded.

**12. Describe the integration features of and between your proposed security solutions.**

This type of equipment is typically stand alone. Remote viewing is available. For a high security application, such as military bases, nuclear weapons facilities, and other installations where cyber attacks are likely, there is a "DOD Version" which will isolate the equipment based on NSA standards.

**13. Describe the "panic" button related solutions available with your proposal. Describe what events or messages are triggered from button activation in a threat situation.**

Typically, when looking for weapons at the front door a panic alarm is not recommended.

**14. Describe any limitations to the solutions and or system being proposed (i.e. maximum number of doors, max. number of people scanned, cameras allowed per system).**

None. Autoclear equipment usually has a smaller footprint than competing systems.

**15. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

N/A If remote viewing is necessary, internet access is the only requirement. Existing corporate security procedures are used.

**16. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

Equipment will be delivered to the site. Autoclear employees will arrive to install the equipment. On site training will be handled according to client wishes.

**17. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

All clients will receive a cell phone number for the analyst who is on duty. With the assistance of the operator, the analyst will determine if the problem can be fixed over the phone (and will do so) or if an on site visit is necessary. If no parts are necessary, the analyst will initiate a service order which will be sent to the service manager and the technician. Typically, the tech will arrive no later than 2 business days.

**18. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

Warranty is one year on all parts, all labor and includes travel expenses. After warranty is available on a Maintenance Agreement that covers all parts, all labor, all travel and yearly radiation survey. Or a time and materials repair is available as an alternate.

**19. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

Repair on Holidays is usually not available, although depending on the type of customer, exceptions are made.

**20. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

This proposal covers the 48 contiguous states. All travel expenses are covered under warranty.

**21. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

Check, corporate credit cards and ACH payments are all accepted.

**22. Describe in detail your proposed exchange and return program(s) and policy(s).**

Machines are built to order and the Universal Commercial Code applies.

**23. Describe any “added value” attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any “value-adds” that are exclusive to CPC and the potential resulting contract.**

Typically, when a company in our industry claims to offer “training”, they usually teach the operators how to press buttons. Autoclear training will teach your operators how to detect contraband, using logic and the tools they have in their possession to determine whether there is a threat in the visitors bag or not.

**24. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

Autoclear is ISO Certified and compliance is verified using ISO procedures.

## Exceptions & Deviations

**1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

None

**2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.**

**Respondents must include the following when requesting exceptions:**

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

None

## References

**Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC’s tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.**

Reference #1 – Company Name  
Service/Product Purchased  
Year of Purchase  
Reference Contact  
Phone  
Email

Six Flags Theme Parks  
Autoclear 5333s at every park in the US, Canada and Mexico  
Began in 2018, majority purchased in 2021  
Confidential  
Call for information  
Click or tap here to enter text.

Reference #2 – Company Name  
Service/Product Purchased  
Year of Purchase  
Reference Contact  
Phone  
Email

Kansas City Kansas Public Schools  
Autoclear 5333 for 100% screening  
Ongoing process of older machines being replaced with newest DVS models  
Wayne Correll  
Wayne.correll@kckps.org

Reference #3 – Company Name  
Service/Purchase Purchased  
Year of Purchase  
Reference Contact  
Phone  
Email

St. Louis Metro Police Department  
Autoclear 6040  
Ongoing process being replaced with newest DVS models  
Sgt. Scott Valentine  
Click or tap here to enter text.  
svalentine@slmpd.org





# 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

**REQUIRED FORM**

**Responding Company's Name:** Autoclear LLC

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Site Survey to determine what equipment is correct for user	1000	100	0	0	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Installation of X-ray scanner, including on-site training	1000	100	0	0	
One year warranty, all parts, labor and travel	0	0	0	0	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Extended warranty, all parts, labor and travel also includes annual radiation survey and PM	5000	4300	0	0	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
On-site training, covering X-ray Safety, contents analysis and threat resolution	1000	1000	0	0	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
See extended warranty Tab 2A					
Time and Materials for machines not covered under Warranty or Maintenance agreement	\$165/hr, 4 hour min none		actual	actual	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### **Instructions**

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled “***Vendor Forms & Signatures – Name of Company***”.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

**The following sections will need to be completed prior to submission and submitted as one single PDF titled “Vendor Forms & Signatures – Name of Company”:**

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance “EDGAR” Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

# Addendum Acknowledgement

**Instructions:** Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum Numbers Received** (check the box next to each addendum received):

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 5 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

  
\_\_\_\_\_  
*Authorized Signature*

November 1, 2022  
\_\_\_\_\_  
*Date*

**Acknowledgment:** I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

\_\_\_\_\_  
*Authorized Signature*

\_\_\_\_\_  
*Date*

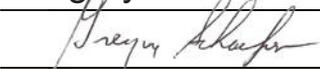
\*Note, both sections on this form should not be signed.

## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

**Part I: Vendor**

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	Autoclear LLC	<b>Date</b>	November 1, 2022
<b>Address</b>	18 Carlisle Road	<b>City, State, Zip</b>	Hawthorn Woods, IL 60047
<b>Contact Person</b>	Gregory Schaefer	<b>Title</b>	Midwest Regional Manager
<b>Authorized Signature</b>		<b>Title</b>	
<b>Email</b>	gregs@autoclear.com	<b>Phone</b>	847-54-7266

**Part II: CPC**

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

## 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

## 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

## 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## **8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## **9. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## **12. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By **initialing the table (1-12)** and **signing below**, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	yes	GS
2. Termination for Cause of Convenience	yes	GS
3. Equal Employment Opportunity	yes	GS
4. Davis-Bacon Act	yes	GS
5. Contract Work Hours and Safety Standards Act	yes	GS
6. Right to Inventions Made Under a Contract or Agreement	yes	GS
7. Clean Air Act and Federal Water Pollution Control Act	yes	GS
8. Debarment and Suspension	yes	GS
9. Byrd Anti-Lobbying Amendment	yes	GS
10. Procurement of Recovered Materials	yes	GS
11. Profit as a Separate Element of Price	yes	GS
12. General Compliance with Participating Agencies	yes	GS

**Autoclear LLC**

*Name of Business*



*Signature of Authorized Representative*

**Gregory Schaefer/Midwest Regional Manager**

*Printed Name/Title*

**November 1, 2022**

*Date*

# Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions  
Solicitation Number: RFP #23.3 –  
Vendor Name: Autoclear LLC

If a subcontractor will not be used, check this box:

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

## Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

**Your organization's uploaded proposal should include the following submitted and correctly labeled documents:**

X	Document Title	How to be Submitted
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
X	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
X	Exhibit B - State(s) Contractor's License	Submit as PDF
	Additional Information – as required <ul style="list-style-type: none"><li>• Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li></ul>	Submit as PDF

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Gregory Schaefer/Midwest Regional Manager

Printed Name/Title

November 1, 2022

Date



Scintrex<sup>\*</sup> • CheckGate<sup>\*</sup> • Dynavision<sup>\*</sup> • Control Screening<sup>\*</sup> • Federal Labs<sup>\*</sup>  
U.S. Canada France UK UAE Japan Latin America Singapore Spain

## Marketing Plan

Autoclear LLC does not anticipate a substantial change to its marketing philosophy, as it relates to this proposal.

Autoclear has been reasonably successful in its marketing efforts through a combination of Trade Show Exhibits, attending appropriate industry conferences, maintaining membership in various Sheriffs' Associations and Correctional Associations. Add to that the outreach efforts of five Regional Salespeople and renewal business from our existing machine population.

The most substantial difference will be the addition of the CPC membership to our quotations. Virtually all government and government funded organizations are required to publicly bid their requirements. At first glance, this may be an advantage to the finance department, because their cost of acquisition becomes lower. But there are several disadvantages. The end user may end up with equipment they know has problems. The cost of ownership may be substantially increased. And the end user ends up with equipment that may not be able to be serviced.

There are at least three manufacturers who have essentially exited the business due to their relationship with China, who is no longer free to trade with the United States the way they were just five years ago. Their parts being manufactured in Belarus, who is actively staging Russian troops in their invasion of the Ukraine. Or the value of their outstanding shares plummeting from \$4.00 to \$0.045 and stopping service to their existing customers.

The ability to acquire equipment through CPC offers a substantial benefit to Autoclear prospects and those benefits will be included in Autoclear proposals.

# 4535DVS X-RAY INSPECTION



Explosives, Weapons and Contraband

SINGLE SOURCE, MULTI-ENERGY

X-RAY INSPECTION



Lighter and shorter than our best-selling full-size scanner, the 4535DVS packs all the speed, power and detection capability of our flagship multi-energy models into a sub-compact design. Sized for inspecting mail, hand carried objects, personal items, clothing and shoes, the 4535DVS meets the throughput demands of high-traffic settings. An intuitive operator interface makes this unit suitable for both security professionals and non-technical personnel.

- > The performance and features of larger, heavier systems in a compact cabinet design
- > Fits through narrow doorways and in standard elevators
- > Easy to use operator interface
- > Full suite of image enhancement tools

#### APPLICATIONS:

- > Mail Screening
- > Executive Offices
- > Private Security
- > VIP and Diplomatic Security
- > High-risk Event Security

# 4535DVS SPECIFICATIONS

## PHYSICAL DETAILS

Tunnel Size:	47.0 x 35.0 cm 18.5 x 13.8 in. (W x H)
Overall Dimensions:	134.6 x 68.0 x 111.0 cm 53.0 x 26.8 x 43.7 in. (L x W x H)
Weight:	273 kg (602 lbs.) Net weight 315 kg (694 lbs.) Shipping weight
Construction:	Robust heavy gauge, epoxy-painted, steel frame construction. Stainless steel and aluminum trim and accessories. Non-marking casters.
Temperature:	Operating: 0° to 40° C (32° to 104° F) Storage: -20° C to 60° C (-4° to 140° F)
Humidity:	20%-95%, non-condensing
System Power:	115/230 VAC +/- 10% 60/50 Hz 0.7 kVA max

## X-RAY GENERATOR

X-ray Tube Head:	Self-contained with sealed oil bath cooling
High Voltage Rating:	100 kV, operating at 90 kV
Duty Cycle:	100%
Beam Orientation:	Diagonal (80° beam divergence)
Dose per Exam:	<0.1mR; <i>May be higher or lower due to differing combinations of kV level &amp; X-ray beam configuration</i>
Radiation Leakage:	<0.5mR/hr (<5.0µSv/hr); <0.1mR/hr (<1.0µSv/hr) available

## INSPECTION CAPABILITIES

Material (steel) Penetration:	10 mm guaranteed (11 mm typical)
Contrast Sensitivity:	Over 2 million color tones standard
Resolution (wire):	38 mm guaranteed (40 AWG typical)
Conveyor Speed:	24.0 cm (9.4 in.) per second 14.6 m (48 ft.) per minute
Pulling Weight:	160 kg (352 lbs.)
Film Safety:	Guaranteed for high-speed film up to ISO 1600 (33 DIN)

## DETECTORS

High-speed, ultra-sensitive photodiode detector array;  
L-shaped for 100% package screening

## VIDEO

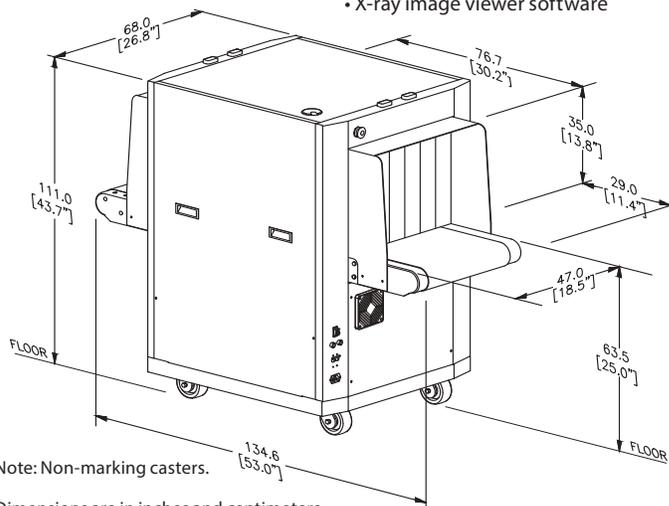
19" Color LCD monitor, 1280 x 1024 video card

## STANDARD FEATURES

- autoCal
- autoDensAlert
- autoImage recall (10 images)
- autoOutline
- autoScale
- autoSeasoning
- autoSensing
- autoSoft (LINUX) operating system
- autoTracking guided conveyor belt
- 128x Smart Zoom
- Adjustable zoom preview window
- Color; reverse B/W imaging
- Dark and light enhance
- Entrance tunnel extension
- Exit tunnel extension
- Full-sized operator control panel (OCP) with touchpad navigation
- High/Low Density and Stripping
- Interactive help screens
- Organic / Inorganic Stripping
- RealClear
- Real-Time Diagnostics
- Save screen to USB
- Z-Scan

## OPTIONS

- autoArchive
- autoShieldAlert
- Built-in training
- CE/CSA/US safety/EMC certification
- Console desk
- Conveyor extensions
- Dual monitors
- DVD drive
- Exit tunnel extension
- Footpad
- Image archiving (500K)
- Image export in BMP & JPG
- Item counter
- kV, mA meter
- Laser printer
- Loading or exit rollerbeds
- Locking metal OCP cover
- Locking monitor garage
- Networking:
  - autoNet Live View
  - Remote Diagnostics
  - Remote Image Review
  - Remote Management
- Optical X-ray on/off sensor
- Power conditioner or UPS
- Remote operation
- Sharp Scroll
- Tropical humidity kit
- User management
- Variable height OCP mount
- X-ray image viewer software



World Headquarters  
10A Bloomfield Avenue  
Pine Brook, NJ 07058 USA

Tel. +1 973.276.6000  
+1 973.276.6161  
Fax. +1 973.227.0832

www.autoclear.com

info@autoclear.com

### HEALTH & SAFETY

Compliant with US FDA, Chapter I: Department of Health and Human Services, Subchapter J: Radiological Health, Performance Standards for Ionizing Radiation Emitting Products: 21 CFR 1020.40 Cabinet X-ray Systems.

ISO 9001-2015 REGISTERED

2011-2020 © Autoclear, CheckGate®, Control Screening®, Dynavision®, Hand-Wand® and Scintrex® are among our many registered trademarks. All rights reserved. Autoclear reserves the right to update this information presented in this document at any time, without notice.

500M0017 - Spec. Sheet: 4535DVS - Rev. E - 01.22.2021

# 5333DVS X-RAY INSPECTION

Explosives, Weapons and Contraband



SINGLE SOURCE, MULTI-ENERGY

X-RAY INSPECTION



Shown with optional tunnel extensions.

Designed for screening mid-sized items for weapons, explosives, drugs and other contraband, the single-source, multi-energy 5333DVS X-ray inspection system is fast and easy to operate. Ideal for screening hand carried items such as purses, briefcases, backpacks, strollers, small parcels and more, the compact 5333DVS is a great choice for small and limited spaces. The system's low profile, bottom-up generator design makes smaller items appear much sharper and larger on-screen.

- > Rapidly images full mailbags and long or tall items
- > Fits in elevators, narrow halls and tight spaces
- > Patented guided conveyor belt never needs adjusting
- > Built on the industry's most stable and flexible operating system
- > Two generator power levels to choose from (see back for details)

#### APPLICATIONS:

- > Passenger, Staff and Visitor Checkpoint Inspection
- > Corporate, Government and Private Security
- > Critical Infrastructure Security
- > Mail Screening

# 5333DVS SPECIFICATIONS

## PHYSICAL DETAILS

Tunnel Size:	53.0 x 33.1 cm 20.8 x 13.0 in. (W x H)
Overall Dimensions:	133.2 x 74.0 x 112.2 cm 52.4 x 29.1 x 44.3 in. (L x W x H)
Weight:	100 kV: 275 kg (606 lbs.) Net weight 328 kg (723 lbs.) Shipping weight 160 kV: 333 kg (734 lbs.) Net weight 380 kg (838 lbs.) Shipping weight
Construction:	Robust heavy gauge, epoxy-painted, steel frame construction. Stainless steel and aluminum trim and accessories. Non-marking casters.
Temperature:	Operating: 0° to 40° C (32° to 104° F) Storage: -20° C to 60° C (-4° to 140° F)
Humidity:	20%-95%, non-condensing
System Power:	115/230 VAC +/- 10% 60/50 Hz 0.7 kVA max

## X-RAY GENERATOR

X-ray Tube Head:	Self-contained with sealed oil bath cooling
High Voltage Rating:	100 kV, operating at 90 kV (standard) or 160 kV, operating at 140 kV (optional)
Duty Cycle:	100%
Beam Orientation:	Diagonal (80° beam divergence)
Dose per Exam:	<0.1mR; <i>May be higher or lower due to differing combinations of kV level &amp; X-ray beam configuration</i>
Radiation Leakage:	<0.5mR/hr (<5.0µSv/hr); <0.1mR/hr (<1.0µSv/hr) available

## INSPECTION CAPABILITIES

Material (steel) Penetration:	10 mm guaranteed (11 mm typical) with 100kV 28 mm guaranteed (29 mm typical) with 160 kv
Contrast Sensitivity:	Over 2 million color tones standard
Resolution (wire):	38 mm guaranteed (40 AWG typical)
Conveyor Speed:	24.0 cm (9.4 in.) per second 14.6 m (48 ft.) per minute
Pulling Weight:	160 kg (352 lbs.)
Film Safety:	Guaranteed for high-speed film up to ISO 1600 (33 DIN)

## DETECTORS

High-speed, ultra-sensitive photodiode detector array;  
L-shaped for 100% package screening

## VIDEO

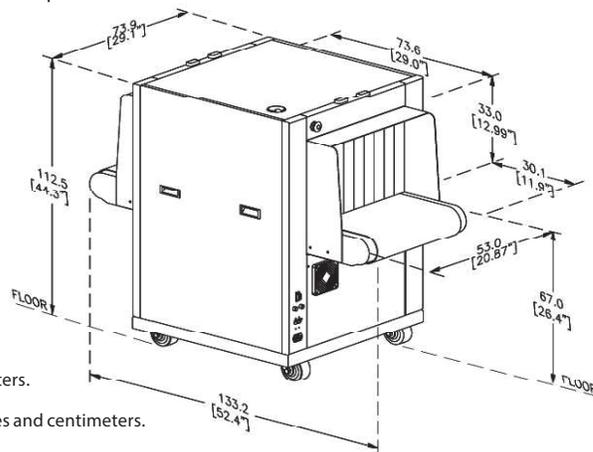
19" Color LCD monitor, 1280 x 1024 video card

## STANDARD FEATURES

- autoCal
- autoDensAlert
- autoImage recall (10 images)
- autoOutline
- autoScale
- autoSensing
- autoSoft (LINUX) operating system
- autoTracking guided conveyor belt
- 128x Smart Zoom
- Adjustable zoom preview window
- Color; reverse B/W imaging
- Dark and light enhance
- D-SCAN with 160 kV only
- Entrance tunnel extension
- Exit tunnel extension
- Full-sized operator control panel (OCP) with touchpad navigation
- High/Low Density and Stripping
- Interactive help screens
- Organic / Inorganic
- RealClear
- Real-Time Diagnostics
- Reversible conveyor direction
- Save screen to USB
- Z-SCAN with 160 kV only

## OPTIONS

- autoColor+ with 160 kV only
- autoMatAlert
- autoShieldAlert
- autoZ display
- 160 kV generator, operating at 140 kV
- Built-in training
- CE/CSA/US safety/EMC certification
- Console desk
- Conveyor Extensions
- Dual monitors
- DVD drive
- Footpad
- Image archiving (500K)
- Image export in BMP & JPG
- Item counter
- kV, mA meter
- Larger monitors (at least: 24", HD flicker-free LCD; 1920x1080 res.)
- Laser printer
- Loading or exit 18" parcel slide
- Loading or exit rollerbeds
- Locking metal OCP cover
- Locking monitor garage
- Monitor platform
- Networking:
  - autoNet Live View
  - Remote Diagnostics
  - Remote Image Review
  - Remote Management
- Optical X-ray on/off sensor
- Sharp Scroll
- Threat Image Projection (TIP)
- Tropical humidity kit
- Tunnel extensions
- Uninterruptible power supply
- User management
- Variable height OCP mount
- X-ray image viewer software



Note: Non-marking casters.

Dimensions are in inches and centimeters.



World Headquarters  
10A Bloomfield Avenue  
Pine Brook, NJ 07058 USA

Tel. +1 973.276.6000  
+1 973.276.6161  
Fax. +1 973.227.0832

www.autoclear.com

info@autoclear.com

#### HEALTH & SAFETY

Compliant with US FDA, Chapter I: Department of Health and Human Services, Subchapter J: Radiological Health, Performance Standards for Ionizing Radiation Emitting Products: 21 CFR 1020.40 Cabinet X-ray Systems.

ISO 9001-2015 REGISTERED

2011-2019 © Autoclear, CheckGate®, Control Screening®, Dynavision®, HandWand® and Scintrex® are among our many registered trademarks. All rights reserved.

500M0018 - Spec. Sheet: 5333DVS - Rev. C - 10.09.2020

# 6040DVS X-RAY INSPECTION

Explosives, Weapons and Contraband

SINGLE SOURCE, MULTI-ENERGY

X-RAY INSPECTION



The single-source, multi-energy 6040DVS X-ray inspection system is designed to screen small to mid-sized items for weapons, explosives, drugs and other contraband. The right size for scanning strollers, briefcases, backpacks, purses and other hand-carried items, this powerful scanner is small enough to fit in elevators, narrow halls and tight spaces. The user-friendly 6040DVS delivers best in-class speed and detection capability and makes the most of available space.

- > Rapidly images full mailbags and long or tall items
- > Fits in elevators, narrow halls and tight spaces
- > Patented guided conveyor belt never needs adjusting
- > Three generator power levels to choose from (see back for details)

#### APPLICATIONS:

- > Passenger, Staff and Visitor Checkpoint Inspection
- > Corporate, Government and Private Security
- > Critical Infrastructure Security
- > Mail Screening

# 6040DVS SPECIFICATIONS

## PHYSICAL DETAILS

Tunnel Size:	62.0 x 42.0 cm 24.4 x 16.5 in. (W x H)
Overall Dimensions:	156.2 x 82.6 x 127.3 cm 61.5 x 32.5 x 50.1 in. (L x W x H)
Weight:	160 kV (standard): 353 kg (778 lbs.) Net weight 413 kg (911 lbs.) Shipping weight 150 kV (optional): 379 kg (836 lbs.) Net weight 455 kg (1,003 lbs.) Shipping weight 170 kV (optional): 477 kg (1,052 lbs.) Net weight 537 kg (1,184 lbs.) Shipping weight
Construction:	Robust heavy gauge, epoxy-painted, steel frame construction. Stainless steel and aluminum trim and accessories. Non-marking casters.
Temperature:	Operating: 0° to 40° C (32° to 104° F) Storage: -20° C to 60° C (-4° to 140° F)
Humidity:	20%-95%, non-condensing
System Power:	115/230 VAC +/- 10% 60/50 Hz 0.8 kVA max

## X-RAY GENERATOR

X-ray Tube Head:	Self-contained with sealed oil bath cooling
High Voltage Rating:	160 kV, operating at 140 kV (standard) 150 kV, operating at 150 kV (optional) 170 kV, operating at 170 kV (optional) 100%
Duty Cycle:	100%
Beam Orientation:	Diagonal (80° beam divergence)
Dose per Exam:	<0.1mR; <i>May be higher or lower due to differing combinations of kV level &amp; X-ray beam configuration</i>
Radiation Leakage:	<0.5mR/hr (<5.0µSv/hr); <0.1mR/hr (<1.0µSv/hr) available

## INSPECTION CAPABILITIES

Material (steel) Penetration:	28 mm guaranteed (29 mm typical) for 160kV 30 mm guaranteed (32 mm typical) for 150kV option 36 mm guaranteed (38 mm typical) for 170kV option
Contrast Sensitivity:	Over 2 million color tones standard
Resolution (wire):	38 mm guaranteed (40 AWG typical) for 160kV 40 mm guaranteed (42 AWG typical) for 150kV option 40 mm guaranteed (42 AWG typical) for 170kV option
Conveyor Speed:	24.0 cm (9.4 in.) per second 14.6 m (48 ft.) per minute
Pulling Weight:	160 kg (352 lbs.)
Film Safety:	Guaranteed for high-speed film up to ISO 1600 (33 DIN)

## DETECTORS

High-speed, ultra-sensitive photodiode detector array;  
L-shaped for 100% package screening

## VIDEO

19" Color LCD monitor, 1280 x 1024 video card

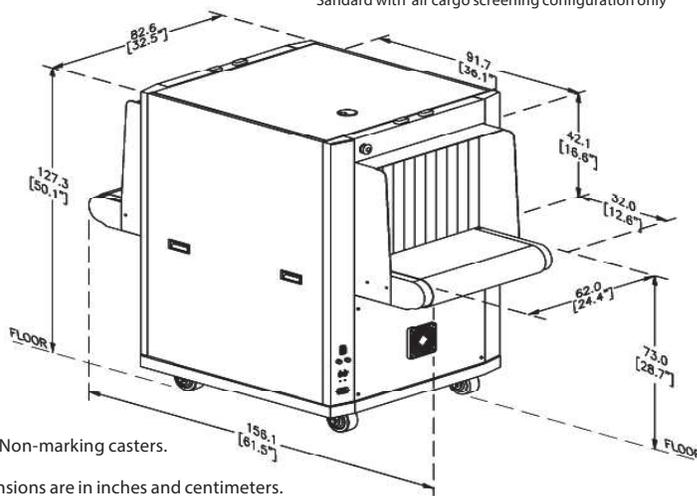
## STANDARD FEATURES

- autoCal
- autoDensAlert
- autoImage recall (10 images)
- autoOutline
- autoScale
- autoSensing
- autoSoft (LINUX) operating system
- autoTracking guided conveyor belt
- 128x Smart Zoom
- Adjustable zoom preview window
- Color; reverse B/W imaging
- Dark and light enhance
- D-SCAN
- Entrance tunnel extension
- Exit tunnel extension
- Full-sized operator control panel (OCP) with touchpad navigation
- High/Low Density and Stripping
- Interactive help screens
- Organic / Inorganic
- RealClear
- Real-Time Diagnostics
- Reversible conveyor direction
- Save screen to USB
- Z-SCAN

## OPTIONS

- autoMatAlert<sup>2</sup>
- autoColor+
- autoZ display<sup>1</sup>
- 150 kV generator, operating at 150 kV
- 170 kV generator, operating at 170 kV
- Built-in training
- CE/CSA/ETL compliance<sup>2</sup>
- Console desk
- Conveyor Extensions
- Dual monitors
- DVD drive
- Footpad
- Image archiving<sup>2</sup> (500K)
- Image export in BMP & JPG
- Inspection station
- Item counter<sup>1</sup>
- kV, mA meter
- Larger monitors (at least: 24", HD flicker-free LCD; 1920x1080 res.)
- Laser printer
- Lighted E-Stops<sup>2</sup>
- Loading or exit rollerbeds
- Locking metal OCP cover
- Locking monitor garage
- Optical X-ray on/off sensor
- Networking:
  - autoNet Live View
  - Remote Diagnostics
  - Remote Image Review<sup>1</sup>
  - Remote Management<sup>1</sup>
- Sharp Scroll
- Threat Image Projection (TIP)<sup>1</sup>
- Tropical humidity kit
- Uninterruptible power supply
- Tunnel extensions
- User management<sup>2</sup>
- Variable height OCP mount
- X-ray image viewer software

<sup>1</sup>Not an option with air cargo screening configuration  
<sup>2</sup>Standard with air cargo screening configuration only



Note: Non-marking casters.

Dimensions are in inches and centimeters.

## HEALTH & SAFETY

Compliant with US FDA, Chapter I: Department of Health and Human Services, Subchapter J: Radiological Health, Performance Standards for Ionizing Radiation Emitting Products: 21 CFR 1020.40 Cabinet X-ray Systems.

ISO 9001-2015 REGISTERED

2011-2019 © Autoclear, CheckGate®, Control Screening®, Dynavision®, HandWand® and Scintrex® are among our many registered trademarks. All rights reserved.

500M0020 - Spec. Sheet: 6040DVS - Rev. C - 10.09.2020



World Headquarters  
10A Bloomfield Avenue  
Pine Brook, NJ 07058 USA

Tel. +1 973.276.6000  
+1 973.276.6161  
Fax. +1 973.227.0832

www.autoclear.com

info@autoclear.com



**Cooperative Purchasing Connection**  
Tabulation Report RFP #23.3 - Security Cameras,  
Intrusion and Weapon Detection, and Door Access  
Control Solutions  
Vendor: Marco Technologies, LLC

**General Comments:**

**General Attachments:**

Full price schedules  
and price lists on file  
with CPC

- Additional Information - Marco Technologies, LLC.pdf
- AVA Manufacturer Price List - Cloud Managed Security Cameras - Marco Technologies, LLC.pdf
- Avigilon Manufacturer Price List - Access Control - Marco Technologies, LLC.pdf
- Avigilon Manufacturer Price List - Video Security - Marco Technologies, LLC.pdf
- Certificate of Insurance - Marco Technologies, LLC.pdf
- Exhibit A - Marketing Plan - Marco Technologies, LLC.pdf
- Exhibit B - State Contractor's License - Marco Technologies, LLC.pdf
- Meraki Manufacturer Price List - Network Equipment - Marco Technologies, LLC.pdf
- Motorola Manufacturer Price List - Concealed Weapons Detection - Marco Technologies, LLC.pdf
- Pricing Schedule - Marco Technologies, LLC.xlsx
- Vendor Forms and Signatures - Marco Technologies, LLC.pdf
- Vendor Questionnaire - Marco Technologies, LLC.pdf

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**Vendor Questionnaire – Name of Company**".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

**Name of Company:** Marco Technologies, LLC

**Company Address:** 2906 Morrison Ave, Suite 1

**City, State, Zip code:** Bismarck, ND 58504

**Website:** [www.marconet.com](http://www.marconet.com)

**Phone:** 701.751.2860

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
<b>General Manager</b>	Dan Olk	<a href="mailto:daniel.olk@marconet.com">daniel.olk@marconet.com</a>	701.751.3860 x6943
<b>Contract Manager</b>	Ben Pflueger	<a href="mailto:ben.pflueger@marconet.com">ben.pflueger@marconet.com</a>	701.751.3860 x1845
<b>Sales Manager</b>	Hunter Bultema	<a href="mailto:hunter.bultema@marconet.com">hunter.bultema@marconet.com</a>	701.751.2860 x7849
<b>Marketing Manager</b>	Kim Tant	<a href="mailto:Kim.tant@vye.agency">Kim.tant@vye.agency</a>	919.757.4670
<b>Customer Service Manager</b>	Jesse Anderson	<a href="mailto:jesse.anderson@marconet.com">jesse.anderson@marconet.com</a>	701.751.3860 x1165
<b>Account Manager(s)</b>	Brenda Wall; Taylor Kirt	<a href="mailto:brenda.wall@marconet.com">brenda.wall@marconet.com</a> ; <a href="mailto:taylor.kirt@marconet.com">taylor.kirt@marconet.com</a>	701.250.7166 701.751.3860 x1921

List who will be responsible for receiving updated participation lists.

Name	Email	Phone
Accounts Receivable	<a href="mailto:ar@marconet.com">ar@marconet.com</a>	800.847.3098

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Stacey Moehrle	<a href="mailto:staceym@marconet.com">staceym@marconet.com</a>	701.751.3860 x3047

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Accounts Receivable	<a href="mailto:ar@marconet.com">ar@marconet.com</a>	800.847.3098

Identify any business types/classifications that your company holds. **\*Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

INSIDE TRI-STATE AREA:

## **Sound Amplification**

Audio Enhancement – CPC Contract 21.1 – Also includes Meraki network equipment and Avigilon security cameras & NVR equipment to ensure a turnkey solution.

## **Copier/Printer**

### Canon

- ND, SD NASPO ValuePoint

### HP

- Educational & Institutional Cooperative Service, Inc. (E&I)

### Konica Minolta

- Association of Educational Purchasing Agencies (AEPA)
- SD/ND NASPO ValuePoint
- Minnesota Local Government Program
- MinnState (formerly MnSCU)
- SD/ND/MN Education Programs
- Sourcewell (formerly NJPA) | Contract #: 083116-KON

### Sharp

- Sourcewell (formerly NJPA) | Contract #: 083116-SEC

## **Data**

- Deal Registration

## **Voice**

### Mitel

- Sourcewell (formerly NJPA) - Education, Government

## **OUTSIDE TRI-STATE AREA:**

## **Copier/Printer**

### Canon

- ND, MO, SD NASPO ValuePoint

### HP

- Educational & Institutional Cooperative Service, Inc. (E&I)

### Konica Minolta

- Association of Educational Purchasing Agencies (AEPA)
- Fox Valley Technical College (WI)
- IA Regents
- IA/SD/ND/MO NASPO ValuePoint
- Illinois Local Government program
- Minnesota Local Government Program
- MinnState (formerly MnSCU)
- SD/ND/MN Education Programs
- Sourcewell (formerly NJPA) | Contract #: 083116-KON

### Sharp

- Sourcewell (formerly NJPA) | Contract #: 083116-SEC

### Toshiba

- GEM/SLG/Nonprofit(MO)
- State of MO Off Contract

## **Data**

- ND State Contract for Cisco products
- ND State Contract for APC products

## **VOICE**

### Mitel

- Sourcewell (formerly NJPA) - Education, Government

**1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

Marco is a leading integrated technology services company with 44 locations and over 21,500 clients nationally. Our 49 years of business experience and history of innovation demonstrate our leadership in these areas: Copiers/Printers, Managed Services, Business IT Services, Phone Systems, Cloud Services, Carrier Services, Enterprise Content Management, Audio Visual Systems, Physical Security and Shredding Services.

**2. Provide evidence of what your company is doing to remain viable in the security industry.**

Today's video surveillance systems aren't just about security cameras. More often than not, they're about high-definition, IP-based devices that connect critical data to your network. So, it's not enough to work with someone who specializes only in either audio visual or IT. The ideal technology partner also specializes in seamlessly integrating that technology with your IT.

That's what separates Marco from other providers. We know the ins and outs of how to integrate your security software and hardware with your network. In fact, we're IT and A/V certified to the highest level of expertise. So, we can manage every step of your project, from design to install to everyday support down the road.

**3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

Marco's corporate office is located in St. Cloud, MN with 43 other locations spread across the upper Midwest and east coast. Marco has over 49 years of experience in serving our customers. Our two biggest warehouses are located in St. Cloud, MN and Little Chute, WI. Marco has built strategic and strong relationships with our manufacturers and distributors to provide our customers with very competitive pricing, low to no shipping costs, and timely product arrival.

**4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

Marco prides ourselves in our customer retention and long-time customer relationships we have built over the years. Marco's security division was established in 2002, and we have a list of customers that have remained customers over the years.

**5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

[REDACTED]

**6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

Marco does not foresee any agencies being exempt from this contract at this time.

## Marketing & Partnership

- 1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

Marco conducts digital marketing campaigns to our current and potential clients including opportunities to subscribe to our monthly technology and leadership blogs and customized email campaigns to promote our products and services. We have over 1,500 technology blogs and offers on our website that target client and potential clients. Offers include downloadable e-books, customer case studies, infographics and checklists. In addition, we use our social media platforms to run various marketing campaigns. We have close to 15,000 followers on Facebook and over 10,000 followers on LinkedIn. We have built our website (www.marconet.com) using inbound strategy. Marco also does digital advertising including Paid Search and Paid Social to highlight product groups.

- 2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A - Marketing Plan.**

Here are the ways the contract can be promoted: creating a sales sheet, developing an email campaign, writing blogs about the contract and organization, posting the information on our website via a press release, attending tradeshow that would promote additional opportunities, developing a landing page on our site for agencies to access and highlighting the contract on social networks. Marco can work with the marketing team at CPC to do cross-promotion efforts as well.

- 3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

Marco supports and uses several other buying contracts; therefore, our technology advisors have a broad background and the necessary experience to communicate and promote the contracts. Brenda Wall, Marco technology advisor at our Bismarck, ND office, will lead a briefing for all Marco technology advisors in the tri-state area on how to market and use the contract. Brenda Wall has worked with CPC contracts for over 15 years.

## Financials & Level of Support

- 1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.**

City 13% County 11% Government 17% K12 education 49% Higher Education 10%

- 2. Indicate the level of support your company will offer on this contract category.**

Pricing is better than what is offered to individual educational agencies.  
 Pricing is better than what is offered to cooperative educational agencies.  
 Other, please describe

**If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:**  
Click or tap here to enter text.

- 3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?**

Yes  No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

**4. Has your company been disbarred and or suspended in doing business within the United States?**

\_\_\_\_\_ Yes                        X   No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

## Industry-Specific Information

**1. List in the state(s), region, and or area that your company is proposing to support.**

Marco would be supporting the tri-state (MN, ND and SD) entities for the purchasing contract.

**2. Provide a general narrative description of the products and services offered in your proposal.**

Avigilon provides a complete set of security solutions that help you create a safe, secure environment, and protect your students, staff, and faculty. The Avigilon Control Center software provides an easy-to-use, AI-enabled user interface that brings the right information to you so that you can take action, helping ensure critical events do not go unnoticed. Avigilon's open platform security solutions allow for easy integration with your existing systems and technology, allowing you to expand your security solution with no overhaul required, and our video management system (VMS) works with both HD and analog cameras. The cameras are compatible with a variety of VMS platforms and our access control solutions support open field hardware from other leading manufacturers.

The Avigilon door access control platform is called Access Control Manager (ACM). ACM generated door events allow you to create rule-based actions and notifications for quick on-site responses, including immediate school-wide lockdown. ACM™ integrates with Avigilon Control Center (ACC) video management software to provide you with a powerful and unified security solution that helps you proactively monitor and secure your sites.

Avigilon ACC & ACM can also work alongside their intrusion and weapon detection solution. Please see the data sheets and literature we have provided with this RFP.

**3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)**

We will highlight some of the key features we believe are important to your members. Please see the attached literature for additional features that are included.

**Security Camera Solution:** Avigilon Appearance Search™ technology sorts through hours of video with ease to quickly locate a specific student, visitor or vehicle of interest across school grounds in near real-time.

User-friendly software is straightforward and intuitive, allowing your School Resource Officer to operate and manage the system, whether they are an IT novice or an expert.

Our open platform security solutions allow for easy integration with your existing systems and technology, allowing you to expand your security solution with no overhaul required, and our video management system (VMS) works with both HD and analog cameras. Our cameras are compatible with a variety of VMS platforms and our access control solutions support open field hardware from other leading manufacturers.

Manage multiple campuses from anywhere with convenient, centralized access to your system using a browser or our ACC Mobile app and remotely monitor the health of all your cloud-connected ACC sites to quickly assess maintenance activities.

Detects individuals who are in violation of face mask policies, promoting an automated alert through ACC™ video management software for quick, corrective action.

AI-powered analytics on Avigilon video security cameras can continuously monitor social distancing efforts within your school. Run a report of when social distancing violations occur, as well as recognize high violation zones and times requiring corrective measures.

**Door Access Control Solution:** Access Control Manager (ACM) is a physical access control system for enterprise-class installations, designed to protect people, property and assets. With advanced alarm and identity management, ACM™ provides superior control of access to facilities. This 100% browser-based solution offers the flexibility to respond to alerts from anywhere. Its unification with Avigilon Control Center (ACC) video management software offers a powerful, end-to-end security solution to monitor and secure sites.

- Display user ID profile pictures with access control events and alarms to know who attempted to enter a door and when. Register visitors and print badges in seconds by scanning an ID via integration with HID Global's EasyLobby Secure Visitor Management software.
- Visually pin access-controlled doors spatially on a facility map, view open/close status of doors and remotely lock and unlock doors, including lockdowns during emergencies.
- Simplify identity management with the ability to replicate identity data on multiple ACM Appliances across sites. Save policies, settings and identities from any one primary appliance to a standby appliance with hot standby-auto failover.
- Inform access control events with contextual video. Verify alarms generated by ACM with the associated live or recorded video stream in ACC™ for quicker responses.
- Support contact tracing with a list of doors that a potentially infected person has accessed. Verify at-risk people that have accessed the same doors within a specified time.

**Weapons Detection Solution:** Fast intelligent screening. Evolv Express seamlessly screens up to 3,600 people per hour (60 per minute), eliminating any bottlenecks at points of entry. Unlike legacy metal detectors, wands, and pat downs, the system can intelligently distinguish between threats and everyday items like a cellphone, coins or keys.

- Respectful hassle-free experience. A quick, unobtrusive workflow with no stopping required, as individuals are not required to empty their pockets or place their bags in another area for inspection. Visitors and employees can walk naturally side-by-side or in groups through multi-lane entrances. People can walk individually or in groups without any pause, based on the site's pre-defined procedures.
- Easy to operate. Helping security teams to see, understand, and act on potential threats with more speed and accuracy than ever before, CWD provides a simple, targeted solution. See in real-time where the potential threat is on a person's body or in their bag reducing the amount of physical contact.

#### 4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

Marco has worked with Avigilon for over many years and has outfitted many schools and other organizations with its solutions in the tri-state area listed in this RFP. We understand the product line, and more importantly the benefits it brings to each organization. We have a large footprint with many technology advisors within the three states. We can really add to the "feet on the street" for CPC and Avigilon. We have over 25 years of experience in working with public sector organizations and understand their unique challenges and needs. With our depth in security, networking, servers and storage, telephony, audio/video, physical security and copy print solutions we can help integrate all areas of technology for public sector customers.

#### 5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.

##### **Initial engagement:**

Our IT advisors will work with the organization that is interested in the technologies included in this RFP to understand what they are wanting to do and then schedule a call with or on-site visit with one of our audio/visual consultants or physical security consulting systems engineers.

**Designing a solution:** Once we have qualified the need, we will work to develop a solution to fit their needs and expectations. Many times, this does require a walk-through of the building to ensure we have the coverage they need and

are expecting. This will also allow us to ensure they network infrastructure and other items are in place to support the additional devices. Once we have completed the design, we will create a proposal and deliver it to the customer via an in-person meeting or video call.

**Order placement:** Once the proposal has been accepted/approved by the organization, a project manager will be assigned to assist you with every step of the process.

**Customer Kick-Off: Phone Call or Web Conference**

Your Marco physical security team will review and discuss your statement of work, project timelines, engineering specifications and any questions or concerns you may have. Your project manager will create action items for upcoming expectations and provide project updates before implementation.

**Status Update Notification: Email**

You will receive an estimated timeframe on when your order will be completed. Your project manager will monitor and update all additions or changes to your audio/visual products and/or service.

**Installation by Certified Engineers: On-site**

Trained field engineer(s) will execute the installation of your new equipment. If applicable, they will remove existing devices. The field engineer(s) will configure your new system as quickly and efficiently as possible to meet the project's timeline. The engineer(s) will provide progress updates and will test all equipment for full functionality.

**Training: On-site or Remote**

As the implementation nears completion, your project manager will schedule a training session for you and your staff. Besides on-site instruction, trainers may provide online videos, printed manuals, cheat sheets, etc. Marco and Avigilon trainers are available for any questions or to schedule follow-up training as needed.

**Physical Security Training:**

Marco will provide a one-hour training session for key operators scheduled within a reasonable timeframe after the solution is commissioned. Further training sessions are available if desired beyond the above stated hours, at the technician's normal billing rate. Marco will provide the customer with a WebEx training. The original training will be recorded and turned over for future staff training or refreshing. If on-site training is requested, billing will begin from the Marco technician's home office to the customer's site and back.

Marco's training is designed to be as concise and comprehensive as possible to help you and your staff feel comfortable using your new technology solution(s). Training is recommended for two to four people. These people will be responsible for training additional users. Marco can provide online videos, printed manuals, FAQ's, cheat sheets, etc. Marco's network trainers are available for any questions or to schedule follow-up training as needed.

**Project Completion: Email**

Your physical security project manager will send you notification that your project has been completed. If desired, you may request a post-project meeting. Marco's Support Desk is available for any future questions pertaining to the implementation. You can contact [videoservice@marconet.com](mailto:videoservice@marconet.com) for requests.

**Payment**

Please refer to #21 below for standard payment terms.

**6. Describe your delivery policy and lead time required from receipt of order to delivery.**

Once the order has been placed, a project manager will be assigned. The project manager will track the equipment order and communicate the estimated delivery date with the customer. If Marco is providing the configuration, we will ship the equipment to our location to get everything configured before we go on-site, which typically takes a couple of days. Once completed, the project manager will ship the equipment to the install site and the installation team will go on-site to complete the installation. Typically this process takes approximately 4-6 weeks. With the current supply chain shortages, the timeframe has been closer to 12 -14 week turnaround.

**7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

There is not a minimum order requirement.

**8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.**

Most of the products are powered via Power over Ethernet. The NVR's, headend door access server and weapons detection equipment does require low voltage outlets. When we complete the walk through to designing the solution, power needs will be addressed and documented. If a low voltage outlet is needed, we will provide options for Marco or a subcontractor to install the power, or if the customer has someone they typically work with, we make sure they have the specifications needed to ensure the correct power is installed. Marco's subcontractors will also be responsible for their contractors' licenses for the applicable states.

We also check network equipment to ensure the switches support PoE. If not, we can provide a proposal for a switch that has the specifications needed or provide them with the specifications needed, so they can order a switch wherever they typically purchase their equipment. We have submitted the information to add Meraki network equipment to this contract to ensure we can provide a turnkey solution.

**9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.**

We have included both Avigilon on-premise and its AVA cloud-hosted solution. Typically, Marco looks at each individual customer's needs and provides recommendations on the solution we feel is the best fit.

As for security, AVA provides always-on protection from cybersecurity threats and unauthorized access. As well as, set camera passwords at initialization, get factory-installed certificates, and always-on encryption for media transport and stored recordings. Video watermarking ensures no one can tamper with your records. Only the users that are configured for access have access. We can also configure different users to have various levels of access. That is true for both the on-premise and cloud-based solutions.

All cloud-based offerings is included in the pricing worksheet.

**10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.**

Software is hosted on-premise via the recording server/servers. This can be accessed via client software on local PC or web browser.

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

Our on-premise solution does require a license for each of the devices. That is a one-time cost and allows customers to upgrade within the license family. For instance, if they are running software release 7.0 and 7.15 is released, it's a free upgrade. Typically, these releases are patches, vulnerability fixes and may or may not include some new features.

However, if a new full version of the software is released and the customer would like to install it, they would need to purchase the upgrade licenses. The full version upgrades typically include new features, so are not required upgrades. We have included the license costs for all of the products we have included in our solution. The license pricing is included in the pricing worksheet as it does vary depending on the solution (security cameras, door access or weapon detection).

The cloud-based solution (AVA) does require licensing. We have included all of the associated costs in the pricing worksheet as they vary depending on the solution and duration.

**12. Describe the integration features of and between your proposed security solutions.**

Our Access Control Manager (ACM) system integrates with Avigilon Control Center (ACC) video management software to provide you with one simple, powerful and unified security solution to help you focus on what matters most.

Using ACM™ and ACC™ software, you can instantly verify if a person seen carding in on camera matches the ID photo associated with the access card they're using, then lock or unlock the door right from your ACC client. Respond to H4 Video Intercom calls from anywhere with push notifications from the ACC Mobile 3 app. From the same screen, you can search for that person by using our Identity Search feature. Using the video from the most recent time they carded in, you can easily use Avigilon Appearance Search™ technology to help find their current location on-site or to see where else they have been.

**13. Describe the "panic" button related solutions available with your proposal. Describe what events or messages are triggered from button activation in a threat situation.**

This can be programmed in many different ways, and almost an infinite number of ways if using additional hardware. If we have an outline of what the member requires, our technical team could help determine if it's possible and what hardware is needed.

**14. Describe any limitations to the solutions and or system being proposed (i.e. maximum number of doors, max. number of people scanned, cameras allowed per system).**

Avigilon ACC and ACM are scalable and adding hardware can increase its capabilities. Limitations on specific ACM appliances can be found here: <https://www.avigilon.com/products/access-control/acm-systems#acm-appliances>, but if multiple hardware/sites are in use, you can expand beyond this. Licensing limits based on ACC editions can be found here: <https://www.avigilon.com/products/acc/7#versions>.

**15. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

Marco is a fully certified Technology Service contractor registered with the State. Documentation has been provided with our response.

**16. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

The following is an overview of our standard implementation process.



Please refer to #5 above for additional information.

**17. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

The following is our standard service response times:

PRIORITY RESPONSE TIMES					
PRIORITY LEVEL	CLIENT SERVICES RESPONSE <small>Receive confirmation of request</small>	TECHNICIAN RESPONSE	MARCO MANAGER NOTIFIED	ESCALATE TO MANUFACTURER <small>Based on technician diagnosis</small>	RESOLUTION & FOLLOW-UP
STANDARD SERVICE	2 BUSINESS HOURS	8 BUSINESS HOURS	UPON REQUEST	AS REQUIRED FOR RESOLUTION	WEEKLY
MANAGED AUDIO VIDEO	30 MINUTES	2 BUSINESS HOURS	4 BUSINESS HOURS	AS REQUIRED FOR RESOLUTION	DAILY

On-site resolutions will be scheduled with the customer at the next available date to address and find resolution to issue.

**18. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

Avigilon includes a 3- or 5-year limited warranty depending on the product. Subject to the limitations set out below, Avigilon warrants to the original consumer purchaser that the purchased Avigilon product will, under normal use conditions, be free of defects in material and workmanship for a period of 3 or 5 years from the date of shipment of such product from Avigilon. Refer to Table #1 to the Avigilon Limited Warranty for hardware products. Marco will facilitate warranty claims. We have included additional warranty information with our response.

**19. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

External aesthetic modification, such as painting, of a finished device may negatively affect the advance replacement redemption or warranty status. Denial of advanced replacement or additional costs may be incurred if the device failure is deemed due to post-sales modification.

Replacement or repair will be subject to Avigilon's current Product Repair and Replacement Policy. This limited warranty is void if the product has been damaged by accident, unreasonable use, neglect, tampering or the causes not arising from defects in the material or workmanship. This limited warranty extends to the original consumer purchaser or the product only and may not be transferred or assigned.

Please refer to the warranty information we've provided with our response.

**20. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

Marco's standard warranty is provided with our response.

**21. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

Marco's standard terms and conditions can be found here: [www.marconet.com/legal](http://www.marconet.com/legal). Terms can be negotiated upon notification of award.

The following are Marco's standard payments terms:

- If installed: 25% down payment, hardware upon shipment, labor upon project completion; Net 15 days.
- If non-install: Our standard payment term is Net 15 days.
- Upon award, a completed and signed credit application is required for formal credit approval.
- Marco's preferred invoice delivery method is via email.
- Marco accepts payments via EFT/ACH and P-Card contact AR@marconet.com for remittance information. A 3% credit card fee may apply.

## 22. Describe in detail your proposed exchange and return program(s) and policy(s).

Customers may return equipment to Avigilon in “new” or “like new” condition for full credit within 30 days of original invoice date. All returns must be accompanied by an RMA number issued by Avigilon. Avigilon will pay the return shipping costs if the return is a result of our error, (customer received an incorrect or defective item, etc.).

Damaged equipment, or equipment not in “like new” condition will not be accepted. Items returned later than 30 days after invoice date will not receive full credit and may not be accepted. In this situation, if items are accepted a 10 % restocking fee will apply.

## 23. Describe any “added value” attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any “value-adds” that are exclusive to CPC and the potential resulting contract.

Marco has a dedicated physical security team that engages with our IT advisors to ensure we understand CPC’s members expectations and desired outcomes. Our AV consultants will engage with the end user to ensure we can meet their needs and that our solution will be a good fit. Once we know we have a solution that meets their needs, we will engage a consulting system engineer to conduct a call to review the options, and gather information that is specific to their building, network and anything else that is needed to ensure the project is a success. Most times we will schedule an on-site walk-through. We can fully cover the tri-state territory and complete walk through’s and on-site visits free of charge.

Marco has an extensive background and knowledge of the solution in both the upfront design and quoting process, and also in the post-sale configuration, installation, training and support areas. With the volume of our IT advisors in the three states, you can be assured we are looking for opportunities and working with our technology resources to ensure we provide comprehensive solutions.

In addition to physical security solutions, Marco is a one source for many other technology solutions. From planning and design through installation and support, we apply our network expertise to voice, data, video, print and IT solutions. Marco also currently has a contract with CPC for audio reinforcement systems.

## 24. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

With our existing contract with CPC (noted in previous response), we have created a part number in our system. This will ensure that, if we are using the contract, the part number must be entered onto the proposal. The part number is what adds the line onto the proposal for the customer to identify the pricing used for that specific contract. We would create a second part number with this RFP number listed to ensure we are referencing the correct contract. All pricing and discounts are then applied to that proposal.

## Exceptions & Deviations

### 1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Shipping has not been included in our pricing since there are too many variables. Marco will provide shipping on invoices as a separate line item. Items include fuel costs, delivery location, expedited service requests, etc.

### 2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

Marco has the following requests or comments to the General Terms and Conditions:

- Confidential/Trade Secret
  - In response to the “Confidential” information section, Marco has marked its trade secret and proprietary information as “CONFIDENTIAL/TRADE SECRET,” as that is defined by Minnesota Statutes 13.27 Subd. 1(b).
- Exception 1
  - **Paragraph 1** – If terms are updated by CPC Marco requests the ability to negotiate those updated terms before they go into effect.

- **Explanation:** Marco cannot agree to just wholly accept updated terms from CPC without having the ability to negotiate. CPC could update terms so they are adverse to Marco's business interests or affect contracts that are already in place with participants under this contract.
- **Alternative:** If CPC is looking to update the terms of the contract Marco would require advance notice of those contract changes and an ability to negotiate the contract in full if CPC is looking to put in new terms
- Audit Rights
  - **Exception:** Marco requests that we be given at least thirty (30) days' notice of any audit by CPC under the contract. Marco also requests that if an audit does take place that audit be done on-site at a Marco location.
  - **Explanation:** Due to the nature of an audit Marco requests a longer notice period because it does not feel as though five (5) days is sufficient time to potentially gather all applicable information. Additionally, Marco requests the audit be done on-site at a Marco location because the language included in the contract stating it will be done "at a reasonable place and time" is potentially overburdensome for Marco if we would have to travel for an audit.
  - **Alternative:** Marco requests the audit section of the contract be amended to read "CPC will require refunding of the agencies involved if any difference in price is found and will also require payment of any administrative fees due as a result of sales that were not listed on the sales report(s). CPC will give at least thirty (30) calendar days' notice of an audit. The audit will take place at a vendor's place of business"
- Confidential Information
  - **Exception:** Marco requests the following sentence in this section be struck "Should a challenge occur to said Vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation."
  - **Explanation:** What is considered confidential data is determined by the Vendor. If a challenge occurs Marco could step in to protect its information so there would be no need to indemnify CPC. Additionally, Marco should not have to indemnify CPC for losses due to protection of its information.
  - **Alternative:** Marco requests this portion of the clause be struck.
- Notices
  - **Exception:** Marco requests the following provision be struck from the Notice section "or, (b) on the seventh day following the date such notice was posted, whichever occurs first".
  - **Explanation:** If a notice is required to be given to Marco then sending the notice directly to us should be how this is accomplished. Marco should not be required to monitor an outside site for notices directed towards us.
  - **Alternative:** Strike the portion of the clause that states "or, (b) on the seventh day following the date such notice was posted, whichever occurs first"
- Recalls
  - **Exception:** Marco requests "immediately" in the first sentence of this section be changed to " within a reasonable upon becoming aware".
  - **Explanation:** Having to immediately notify CPC of any recalls is an overburdensome standard to hold vendors to. If there is a recall of a product provided Marco will work to notify CPC in a reasonable about of time upon learning of the recall.
  - **Alternative:** Alternative stated above in exception
- Termination for Default
  - **Exception:** Marco requests the time for curing a default be extended from 10 days to 30 days. Marco requests the time for response to a default be updated from 10 days to 30 days. Marco requests the sentence stating "Vendor shall be liable to CPC and its participating agencies or any and all rights and remedies provided by law" be struck entirely. Marco requests the following language be included in the contract "**Limitation of Liability.** IN NO EVENT SHALL MARCO OR ITS REPRESENTATIVES BE LIABLE TO CLIENT, ITS REPRESENTATIVES OR ANY THIRD PARTY FOR CLAIMS OR LOSSES RESULTING FROM, ARISING FROM, OR RELATING TO: (A) CLIENT'S OR ITS REPRESENTATIVES' VIOLATION OF THIS AGREEMENT OR ANY PRODUCT AGREEMENT, DELAY OR FAILURE TO PERFORM ANY OBLIGATIONS THEREUNDER, ACTIONS OR DIRECTIONS WHICH AFFECT MARCO'S ABILITY TO PROVIDE, OR ABILITY TO USE THE PRODUCTS, (B), ANY SUSPENSION, DOWNTIME, SERVICE LIMITATIONS, REMEDIATION, OR DEFECTS; (C) ANY LOSS OF PRODUCTION, USE, DATA, BUSINESS, REVENUE, SAVINGS, GOODWILL, SOFTWARE, HARDWARE, OR PROFIT; (D) ANY GOOD FAITH ACTION OF MARCO IN PERFORMING THIS AGREEMENT (FOR EXAMPLE, TAKING STEPS TO PROTECT A CLIENT NETWORK IN THE PERFORMANCE OF MANAGED SECURITY SERVICES); (E) MARCO'S AND ITS REPRESENTATIVES' COMPLIANCE WITH ANY DIRECTION OR INSTRUCTION OF CLIENT OR ITS REPRESENTATIVES, OR (f) ANY INCIDENTAL, INDIRECT, CONSEQUENTIAL, SPECIAL, PUNITIVE, EXEMPLARY, OR ENHANCED DAMAGES, WHETHER ARISING OUT OF CONTRACT, TORT, STRICT LIABILITY, OR OTHER LEGAL OR EQUITABLE THEORIES WHATSOEVER, AND REGARDLESS OF HAVING BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES OR WHETHER SUCH DAMAGES WERE FORESEEABLE.

IN NO EVENT SHALL MARCO AND ITS REPRESENTATIVES' COLLECTIVE AGGREGATE LIABILITY FOR ANY CLAIMS OR LOSSES (AS DEFINED ABOVE AND WHETHER IN CONTRACT, TORT, STRICT LIABILITY, OR ANY OTHER LEGAL OR EQUITABLE THEORY) EXCEED THE AGGREGATE AMOUNT PAID OR PAYABLE TO MARCO IN THE SIX (6) MONTHS IMMEDIATELY PRECEDING THE LAST EVENT UNDER THE PRODUCT AGREEMENT WHICH GAVE RISE TO THE CLAIM(S).

EACH PARTY ACKNOWLEDGES THAT THE FOREGOING DAMAGES EXCLUSIONS AND LIMITATIONS OF LIABILITY SET FORTH IN THIS SECTION REFLECTS THE ALLOCATION OF RISK SET FORTH IN THIS AGREEMENT AND ACKNOWLEDGES THAT THE OTHER PARTY WOULD NOT HAVE ENTERED INTO THIS AGREEMENT ABSENT SUCH EXCLUSIONS AND LIMITATIONS OF LIABILITY OR THAT THE PRICES PAID BY CLIENT FOR THE SERVICES WOULD HAVE BEEN HIGHER." Marco requests the sentence state "If it is determined that CPC improperly terminated this contract for default, such termination shall be deemed a termination for convenience" be struck entirely.

- **Explanation:** Updating the timeframes from 10 to 30 days is reasonable. On the first strike request Marco, as a corporate standard, does not agree to this type of damage clause. It can be negotiated. On the second strike request if the contract is improperly terminated by CPC then it would be in breach of contract.
- **Alternative:** Alternative stated in exception above
- Termination for Non-Appropriation
  - **Exception:** Marco requested the termination notice timeframe be updated from 15 to 30 days.
  - **Explanation:** Updating from 10 to 30 days
  - **Alternative:** Alternative stated in exception above
- Warranty Section
  - **Exception:** There is no Warranty section within the general terms and conditions.
  - **Explanation:** Due to services and equipment provided Marco wants to ensure its Warranty obligations are clearly stated within the contract.
  - **Alternative:** Marco requests the Warranty section from its Relationship Agreement (found at the provided link) and its Warranty for Resold Products found as an attachment to its Relationship Agreement be included in the contract.

## References

Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Mandan School District
Service/Product Purchased	Avigilon Security Camera Solution
Year of Purchase	2021
Reference Contact	Jeff Rerick
Phone	701.751.6500
Email	jeff.rerick@msd1.org

Reference #2 – Company Name	Belcourt School District
Service/Product Purchased	Avigilon Security Camera Solution
Year of Purchase	2019
Reference Contact	Travis LaRocque
Phone	701.477.6471
Email	Travis.larocque@k12.nd.us

Reference #3 – Company Name	City of Brainerd, MN
Service/Purchase Purchased	Avigilon Security Camera Solution
Year of Purchase	2020
Reference Contact	Shawn Strong
Phone	218.454.3421
Email	sstrong@ci.brainerd.mn.us



# 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

**REQUIRED FORM**

Responding Company's Name: **Marco Technologies, LLC**

Description	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)		Mileage Charges (if any)		Additional Discounts on Large Projects: Y/N, please detail if Yes.	
	\$		\$		\$150.00	Perday depending on location				
Engineering and design		175.00		150.00						

Description	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)		Mileage Charges (if any)		Additional Discounts on Large Projects: Y/N, please detail if Yes.	
	\$		\$		\$150.00	Perday depending on location				
Install		150.00		125.00						
Programming		175.00		150.00						
Project Management		180.00		150.00						

Description	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)		Mileage Charges (if any)		Additional Discounts on Large Projects: Y/N, please detail if Yes.	
	\$		\$		\$150.00	Perday depending on location				
Install		150.00		125.00						
Programming		175.00		150.00						

Description	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)		Mileage Charges (if any)		Additional Discounts on Large Projects: Y/N, please detail if Yes.	
	\$		\$		\$150.00	Perday depending on location				
Training		150.00		125.00						

Description	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)		Mileage Charges (if any)		Additional Discounts on Large Projects: Y/N, please detail if Yes.	
	\$		\$		\$150.00	Perday depending on location				
Maintenance		150.00		125.00						

Description	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)		Mileage Charges (if any)		Additional Discounts on Large Projects: Y/N, please detail if Yes.	
	\$		\$		\$150.00	Perday depending on location				



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled “*Vendor Forms & Signatures – Name of Company*”.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Vendor Forms & Signatures – Name of Company”:

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance “EDGAR” Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

# Addendum Acknowledgement

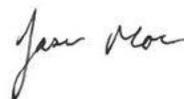
**Instructions:** Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum Numbers Received** (check the box next to each addendum received):

- |                                     |                |                          |                |
|-------------------------------------|----------------|--------------------------|----------------|
| <input checked="" type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input checked="" type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/>            | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/>            | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.



---

*Authorized Signature*

10/27/2022

---

*Date*

**Acknowledgment:** I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

---

*Authorized Signature*

---

*Date*

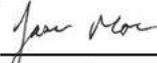
\*Note, both sections on this form should not be signed.

## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

**Part I: Vendor**

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	Marco Technologies, LLC	<b>Date</b>	10/27/2022
<b>Address</b>	2906 Morrison Ave, Suite 1	<b>City, State, Zip</b>	Bismarck, ND 58504
<b>Contact Person</b>	Brenda Wall	<b>Title</b>	Technology Advisor
<b>Authorized Signature</b>		<b>Title</b>	Sales Director
<b>Email</b>	brenda.wall@marconet.com	<b>Phone</b>	701.751.3860

**Part II: CPC**

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

## 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

## 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

## 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## **8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## **9. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## **12. General Compliance with Participating Agencies**

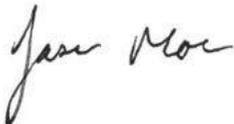
In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By **initialing the table (1-12)** and **signing below**, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	<b>Vendor Certification:</b> YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	JM
2. Termination for Cause of Convenience	Yes	JM
3. Equal Employment Opportunity	Yes	JM
4. Davis-Bacon Act	Yes	JM
5. Contract Work Hours and Safety Standards Act	Yes	JM
6. Right to Inventions Made Under a Contract or Agreement	Yes	JM
7. Clean Air Act and Federal Water Pollution Control Act	Yes	JM
8. Debarment and Suspension	Yes	JM
9. Byrd Anti-Lobbying Amendment	Yes	JM
10. Procurement of Recovered Materials	Yes	JM
11. Profit as a Separate Element of Price	Yes	JM
12. General Compliance with Participating Agencies	Yes	JM

**Marco Technologies, LLC**

*Name of Business*



**Signature of Authorized Representative**

**Jason Moe, Sales Director**

*Printed Name/Title*

**10/27/2022**

*Date*

## Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Security Cameras, Intrusion and Weapon Detection, and Door Access Control Systems  
Solicitation Number: RFP 23.3  
Vendor Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Mayer Electric  
Street Address: 1711 12th Ave SW  
City, State, Zip: Minot, ND 58701  
Telephone: 701.838.8401  
Primary Contact: Dawn Gullickinson  
Email Address of Contact: dgullickson@mayer-electric.com  
Services to be provided:

### Installation of equipment and low voltage wiring

Company Name: Wagener Construction  
Street Address: 7250 181st Ave NW  
City, State, Zip: Anoka, MN 55303  
Telephone: 612.363.0910  
Primary Contact: Tom Wagener  
Email Address of Contact: tom@wagenerconstruction.com  
Services to be provided:

### Installation of physical security equipment

Company Name: RBB Electric  
Street Address: 1123 N 51st Street  
City, State, Zip: Grand Forks, ND 58203  
Telephone: 701.775.7404  
Primary Contact: David Twite  
Email Address of Contact: dtwite@rbbelectric.com  
Services to be provided:

### Low voltage cabling

## Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Security Cameras, Intrusion and Weapon Detection, and Door Access Control Systems  
Solicitation Number: RFP 23.3  
Vendor Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Arvig Communication  
Street Address: 5130 Winnetka Ave N  
City, State, Zip: Minneapolis, MN 55428  
Telephone: 320.333.8130  
Primary Contact: Pete Helmin  
Email Address of Contact: peteh@allstatecom.com  
Services to be provided:

### Low voltage cabling

Company Name: Hardwire Technology Company LLC  
Street Address: 10900 73rd Ave N, #145  
City, State, Zip: Maple Grove, MN 55369  
Telephone: 763.463.3775  
Primary Contact: Andrew Vojta  
Email Address of Contact: andrew.vojta@hardwiretech.com  
Services to be provided:

### Low voltage cabling

Company Name: Commtech  
Street Address: 1225 6th AVE SE Unit 2  
City, State, Zip: Aberdeen, SD 57401  
Telephone: 605.824.1400  
Primary Contact: Clark Bonn  
Email Address of Contact: clark@commtechplus.com  
Services to be provided:

### Installation

# Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Security Cameras, Intrusion and Weapon Detection, and Door Access Control Systems  
Solicitation Number: RFP 23.3  
Vendor Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Bluefish  
Street Address: 322 Minnie Ave  
City, State, Zip: Wilton, ND 58579  
Telephone: 763.331.2536  
Primary Contact: Nick Ehlert  
Email Address of Contact: nick@bluefishresourcegroup.com  
Services to be provided:

## Installation

Company Name: Premier Audio  
Street Address: 1921 E Bismarck Expressway  
City, State, Zip: Bismarck, ND 58504  
Telephone: 701.223.2067  
Primary Contact: Lyle Forderer  
Email Address of Contact:  
Services to be provided:

## Installation

Company Name:  
Street Address:  
City, State, Zip:  
Telephone:  
Primary Contact:  
Email Address of Contact:  
Services to be provided:

## Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

**Your organization's uploaded proposal should include the following submitted and correctly labeled documents:**

X	Document Title	How to be Submitted
X	Certificate of Insurance - Name of Company	Submit as PDF
X	Pricing Schedule - Name of Company	Submit as an Excel document
X	Vendor Questionnaire - Name of Company	Submit as a PDF
X	Vendor Forms & Signatures - Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
X	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
X	Exhibit B - State(s) Contractor's License	Submit as PDF
X	Additional Information - as required <ul style="list-style-type: none"><li>• Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li></ul>	Submit as PDF

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Jason Moe, Sales Director

Printed Name/Title

10/27/2022

Date

## MARKETING PLAN

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Minnesota Department of Labor and Industry  
Construction Codes and Licensing Division  
443 Lafayette Road N  
Saint Paul, MN 55155

Licensing and Certification Services  
Phone: 651.284.5034  
Email: [DLI.License@state.mn.us](mailto:DLI.License@state.mn.us)  
Website: [www.dli.mn.gov/cclld.asp](http://www.dli.mn.gov/cclld.asp)

## NOTICES

### NOT TRANSFERABLE

CHANGE YOUR BUSINESS STRUCTURE  
SUBMIT A NEW APPLICATION FOR NEW ENTITY

RENEW OR REPLACE INSURANCE POLICY  
SUBMIT NEW CERTIFICATE OF INSURANCE

MARCO TECHNOLOGIES LLC  
4510 HEATHERWOOD RD  
ATTN PAM KOTZENMACHER  
ST CLOUD, MN 56301

**NOTIFY THE DEPARTMENT OF A CHANGE IN YOUR BUSINESS.**  
Failure to do so, subjects you to administrative penalties of up to \$10,000.

**15-Day Notice Requirement – Forms available online at [www.dli.mn.gov/CCLD/LicUpdate.asp](http://www.dli.mn.gov/CCLD/LicUpdate.asp)**

- Change in business' physical address, mailing address, phone number, or email address
- Change in control, owners, officers, directors, members, partners
- Change in business' legal name and/or assumed name
- Loss of or change in POWER LIMITED TECHNICIAN
- Change in general liability insurance or workers' compensation insurance coverage

**Immediate Notice Requirement – Notification to DLI in writing**

- **Judgment Debtor.** A licensed contractor has 15 days to provide written notice of the finding that it is found to be a judgment debtor based upon conduct requiring licensure.
- **Bankruptcy Petition Filed.** A licensed contractor has 15 days to provide written notice that it filed a petition for bankruptcy.
- **Conviction Notice.** A licensed contractor has 10 days to provide written notice that it has been found guilty of a felony, gross misdemeanor, misdemeanor or any comparable offense related to the license, including convictions of fraud, misrepresentation, misuse of funds, theft, criminal sexual conduct, assault, burglary, conversion of funds, or theft of proceeds in this or any other state or any other United States jurisdiction.

**YOUR CERTIFICATE IS BELOW THE PERFORATION.**

**SHOW CERTIFICATE WHEN OBTAINING PERMITS.**



## TECHNOLOGY SYSTEMS CONTRACTOR

Construction Codes and Licensing Division  
Website: [www.dli.mn.gov/cclld.asp](http://www.dli.mn.gov/cclld.asp)

Licensing and Certification Services  
Email: [dli.license@state.mn.us](mailto:dli.license@state.mn.us)

443 Lafayette Road N St. Paul, MN 55155  
Phone: 651.284.5034

This is to certify that the certificate holder is licensed as a TECHNOLOGY SYSTEMS CONTRACTOR in the state of Minnesota and is in compliance with Minnesota Statutes 326B.33, Subd. 14, and may perform or offer to perform the installation, maintenance, and repair of electrical wiring, apparatus, and equipment for technology circuits and systems during the license period; provided the responsible individual is at all times a POWER LIMITED TECHNICIAN and the certificate holder maintains compliance with the required bond, general liability insurance, and workers' compensation laws.

License : TECHNOLOGY SYSTEMS CONTRACTOR  
Lic Number : TS714379 MARCO TECHNOLOGIES LLC  
Effective Date : 08/01/2022 4510 HEATHERWOOD RD  
Expiration Date : 07/31/2024 ATTN PAM KOTZENMACHER  
ST CLOUD, MN 56301

VERIFY UP-TO-DATE STATUS, BOND, AND INSURANCE INFO AT [www.dli.mn.gov/cclld/LicVerify.asp](http://www.dli.mn.gov/cclld/LicVerify.asp) (ENTER NUMBER).

L  
I  
B  
L  
C  
T

# *State of North Dakota*

## SECRETARY OF STATE



### CONTRACTOR LICENSE

NO: 000044594

CLASS: A

The undersigned, as Secretary of State of the state of North Dakota and Registrar of Contractors, certifies that **MARCO TECHNOLOGIES, LLC** whose address is in SAINT CLOUD, MN, has filed in this office proper documents for a Contractor License valid until March 1, 2023, and has complied with all requirements of North Dakota Century Code, chapter 43-07.

**MARCO TECHNOLOGIES, LLC** is entitled to bid on and accept contracts as authorized by law under this license without limit as to the value of any single contract project.

Dated: March 4, 2022

A handwritten signature in black ink, appearing to read "Alvin A. Jaeger".

Alvin A. Jaeger  
Secretary of State

The North Dakota Secretary of State verifies that:

**MARCO TECHNOLOGIES, LLC**

is the holder of a North Dakota Class A Contractor License which is in force until March 1, 2023 unless sooner suspended or revoked as provided by NDCC 43-07.

License # 000044594

## LICENSE/CERTIFICATE/REGISTRATION DETAIL

Class Type: **TECHNOLOGY  
SYSTEMS  
CONTRACTOR** Number: **TS714379**

Application No: **377043** Status: **ISSUED**

Expire Date: **7/31/2024** Effect Date: **8/1/2022**

Orig Date: **9/21/2016** Print Date: **6/27/2022**

Enforcement Action: **NO**

Workplace Experience: **N/A**

---

Name: **MARCO TECHNOLOGIES LLC**

Address: **4510 HEATHERWOOD RD  
ATTN PAM KOTZENMACHER ST CLOUD ,  
MN 56301**

Phone: **320-259-3000**

---

### Business Relationship Requirements

Name: **WEISS,  
CHRISTOPHER  
M** Lic/Reg No: **PL008536** [[View  
license/registration](#)]

Status: **ISSUED** Application No: **152415**

Expire Date: **9/25/2024** Effect Date: **9/26/2022**

Orig Date: **9/25/2002**

---

[Another Lookup?](#)



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

10/25/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Marsh & McLennan Agency LLC 6150 Golden Hills Drive Minneapolis MN 55416	<b>CONTACT NAME</b> Jessica Rayman	
	<b>PHONE (A/C, No, Ext)</b>	<b>FAX (A/C, No)</b>
<b>E-MAIL ADDRESS</b> Jessica.Rayman@marshmma.com		
<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
<b>INSURED</b> MARCO-2 Marco Holdings, LLC ; Marco Technologies, LLC H.C.I. Data Corporation ; WWCC LLC 4510 Heatherwood Road St. Cloud MN 56301	<b>INSURER A</b> Federal Insurance Company 20281	
	<b>INSURER B</b> Great Northern Insurance Company 20303	
	<b>INSURER C</b> Chubb Indemnity Insurance Company 12777	
	<b>INSURER D</b> Indian Harbor Insurance Company 36940	
	<b>INSURER E</b>	
	<b>INSURER F</b>	

**COVERAGES**

CERTIFICATE NUMBER: 1000969584

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE L MIT APPL ES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			36036747	10/31/2021	10/31/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			73595771	10/31/2021	10/31/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ Nil			78181672	10/31/2021	10/31/2022	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 \$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCR PTION OF OPERATIONS below	Y/N N	N/A	71756310	10/31/2021	10/31/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER Stop Gap E.L. EACH ACC DENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D B A	Professional / Cyber Property Crime (includes third party)			MTP903417705 36036747 82460715	10/31/2021 10/31/2021 10/31/2021	10/31/2022 10/31/2022 10/31/2022	Each Claim/Aggregate 5,000,000 BPP & Stock (Blanket) 50,210,000 Each Claim/Aggregate 1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**

\*This insurance is issued pursuant to the Minnesota surplus lines insurance act. The insurer is an eligible surplus lines insurer but is not otherwise licensed by the State of Minnesota. In case of insolvency, payment of claims is not guaranteed. Company D is subject to statutes and regulations of surplus lines carriers.

The Professional Policy is not included in the Umbrella underlying policies.

Property Policy includes \$500,000 Business Personal Property at any installation premises or temporary storage location.

Property Policy includes \$750,000 Transit Limit/ \$10,000 Deduct ble.

Automobile Policy includes \$2,500/\$2,500 Comprehensive & Collision Deductibles.

See Attached...

**CERTIFICATE HOLDER****CANCELLATION**

Cooperative Purchasing Connection  
 1001 E Mount Faith Ave.  
 Fergus Falls MN 56537

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.



**ADDITIONAL REMARKS SCHEDULE**

AGENCY Marsh & McLennan Agency LLC		NAMED INSURED Marco Holdings, LLC ; Marco Technologies, LLC H.C.I. Data Corporation ; WWCC LLC 4510 Heatherwood Road St. Cloud MN 56301	
POLICY NUMBER		EFFECTIVE DATE	
CARRIER	NAIC CODE		

**ADDITIONAL REMARKS**

**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,**  
**FORM NUMBER:** 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

The Workers' Compensation Policy includes coverage in all states with exception of Monopolistic States (ND, OH, WA and WY). Policy includes Stop Gap coverage for the State of ND and WA (Employers Liability).

Crime / Employee Theft: \$1,000,000 Limit

ADDITIONAL NAMED INSUREDS:  
 Wisconsin Wireless Communications Corp  
 Enterprise Systems Group  
 Critycal Services Management

Per the cancellation clause contained in the policies noted on this certificate, the policy provisions include at least 30 days notice of cancellation except for non-payment of premium.



**Cooperative Purchasing Connection**  
Tabulation Report RFP #23.3 - Security Cameras,  
Intrusion and Weapon Detection, and Door Access  
Control Solutions  
Vendor: Okos Inc

**General Comments:** Thank you for the opportunity to bid on this RFP. We look forward to hearing from you.

**General Attachments:** clarifying-information-on-the-applicable-warranty-for-accessories-and-spare-parts-en-US-118058.pdf  
COI - Cooperative Purchasing Connection.pdf  
RFP 23.3 - Pricing Schedule\_Amended 10.19.2022\_Okos.xlsx  
RFP 23.3 - Vendor Forms \_ Signatures - Okos.pdf  
RFP 23.3 - Vendor Questionnaire\_Okos.pdf  
Tiandy Warranty.pdf  
Verkada Warranty.pdf

## Vendor Questionnaire

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**Vendor Questionnaire – Name of Company**".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

**The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":**

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Industry-Specific Information](#)
6. [References](#)

## Company Information

**Name of Company:** Okos Inc.

**Company Address:** 340 S Lemon Ave.

**City, State, Zip code:** Walnut, CA. 91789

**Website:** <https://okos.ca/index.html>

**Phone:** 1-855-321-6567

Provide the following company contacts that will be working with this anticipated contract. Include name, email and phone number(s).

	Name	Email	Phone
<b>General Manager</b>	James Keogh	james@okos.ca	250-882-9888
<b>Contract Manager</b>	Jody Epp	jody@okos.ca	250.216/2167
<b>Sales Manager</b>	Lee Windsor	lee@okos.ca	778-836-0470
<b>Marketing Manager</b>	Jody Epp	jody@okos.ca	250-882-9888
<b>Customer Service Manager</b>	Christy Cheriyan	christy@okos.ca	289-775-5159
<b>Account Manager(s)</b>	Lee Windsor	lee@okos.ca	778-836-0470

List who will be responsible for receiving updated participation lists.

Name	Email	Phone
Jody Epp	jody@okos.ca	250-882-9888

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Jody Epp	jody@okos.ca	250-882-9888

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Wendy Hennel	wendy@okos.ca	403-483-6380

Identify any business types/classifications that your company holds. \*Submit documentation in PDF format to verify business status (see bid checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
X	Other; list name: Private Corporation

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Provide a list of other contracts your organization has in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

This would be our first contract in the Tri-State area that the CPC operates in. Below is a list of a few of our other ongoing and recently completed contracts.

- Greenbush Purchasing Cooperative
- Ontario Northland Railway, Government of Ontario
- Enerjir, Province of Quebec Natural Gas
- ATCO Energy, Province of Alberta Energy
- Hydro One, Province of Ontario Utilities
- Texcan, A Sonepar Company
- Fortis Alberta
- Johnson Controls
- Honeywell
- Sponsor Energy
- Atco Energy
- Bidgely Inc.

## Qualifications & Experience

### **1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

Okos is a security company with offices in California. Established in 2019, Okos is a IoT products and services provider offering cost-effective design, installation, technology fulfillment, and data services to leading property technology, commercial, and utility markets across the United States and Canada. We specialize in hybrid cloud-based building security systems (access control, alarms, intrusion detection, and video security), providing real-time visibility into events across sites. Solutions are offered to combine security equipment such as video cameras, access control systems, and environmental sensors, with cloud-based machine vision and artificial intelligence.

### **2. Provide evidence of what your company is doing to remain viable in the security industry.**

As security and access control experts, Okos has experience building “best fit” solutions for our customers. We do this by utilizing the right combination of people, processes, and technology to solve our client's needs. Okos has a proven track record of coordinating, managing, and delivering installations and services that are similar in size and nature to those described in the scope of work. We are active participants in industry events such as seminars, training, and trade shows.

### **3. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.**

Okos is a Canadian security company with offices in Alberta, and California. Our people are our most important asset. We promote and support their development and success. With that, customer satisfaction is our number one priority. We do the right thing, at the right time, for the right reason. Most of our inventory is available within 2 – 4 weeks of receiving a purchase order. We utilize a Just-in-Time (JIT) inventory management system to ensure speedy and accurate delivery.

### **4. Describe your customer retention (i.e. customers who are served that continue to be repeat customers) as it pertains to your proposed security solutions.**

We are committed to the highest level of customer experience, with a committed service level of 99% customer satisfaction and deficiency resolution within 5 days. Our customers are provided with a single point of contact to ease communications. We celebrate successes as a team alongside our customers, whom we call partners. Okos offers a wide variety of solutions to work with every budget and every type of scenario.

**5. Describe the number of agencies your organization, on average, provides security solutions for each year. Provide a breakdown of projects by state (Minnesota, North Dakota, South Dakota).**

Okos has an average of 30 on-going or short-term projects running consecutively across North America. Our customer base is made up of government agencies, private corporations, educational facilities, and commercial properties.

**6. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).**

N/A  
We are happy to support all agencies within this contract.

## Marketing & Partnership

**1. If awarded, describe how your company will position a resulting contract to CPC's participating agencies. Describe how your company will support CPC and its participating agencies regarding program growth.**

Create standardized packages that will meet the requirements of most eligible entities. These can suggest customization strategies and add-ons. Provide virtual or on-site tours to understand site-specific needs. Previously, we have also worked with partners to send direct mail to customers, co-brand marketing material, and websites. Email campaigns have been successful for us in the past along with social media posts and advertisements.

**2. Describe and submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on your organization's website. You can submit any support materials as Exhibit A - Marketing Plan.**

Okos is currently in the process of updating our websites and marketing materials. As we work through this process, we would create all necessary co-branded high-resolution templates to be used when required.

Upon contract award

- Launch lunch at key locations inviting key stakeholders and potential project leads to view some of the latest technology from our preferred vendors. Lunch and prizes would be provided to attendees
- Announcement of partnership through all social media channels
- Distribute press releases and announcements to key stakeholders and partners.

Ongoing marketing efforts

- Monthly product updates would be circulated through email blasts and direct digital marketing
- Exclusive packages and incentives offered quarterly to potential project leaders
- Quarterly presentations and demonstrations of products and service would be made available through mass market
- Demo days allows for project planners to try out different technologies prior to installation
- Develop online contesting to encourage interaction and engagement with different security technology companies
- Present new research data to local media outlets to establish expertise in the market outside of the Co-op initiatives.
- Highlight project starts, progress and completion milestones through social media and direct messaging to key stakeholders.

This is a constantly changing industry and as the digital marketing platforms evolve so would our marketing strategies. Specific times, dates and roll out strategies would be created and presented once RFP is awarded.

**3. Describe how you plan to inform and train company personnel on the contract terms and conditions, details and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

We will schedule detailed learning and training sessions with the team members. We establish and document standard operating procedures. There will be a single point of contact for all entities that will be an expert on this contract.

## Financials & Level of Support

### 1. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from security solution sales on an annual basis.

Government: 30 %  
K12 Education: 30 %  
Higher Education: 30%  
Other: 10%

### 2. Indicate the level of support your company will offer on this contract category.

Pricing is better than what is offered to individual educational agencies.  
 Pricing is better than what is offered to cooperative educational agencies.  
 Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

[Click or tap here to enter text.](#)

### 3. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes  No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

[Click or tap here to enter text.](#)

### 4. Has your company been disbarred and or suspended in doing business within the United States?

Yes  No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

[Click or tap here to enter text.](#)

## Industry-Specific Information

### 1. List in the state(s), region, and or area that your company is proposing to support.

Okos can support all state(s) and/or regions that are encompassed by the CPC.

### 2. Provide a general narrative description of the products and services offered in your proposal.

Okos provides design and installation services for access control, security, intrusion detection, and alarm monitoring. Okos is a nationwide security vendor with high financial stability, helping utilities such as HydroOne, ATCO, Energir, as well as multi-billion-dollar public companies such as Johnson Controls Security Services and Honeywell better serve their clients. The products we are proposing will offer a fully integrated and scalable solution to any and all security needs.

### 3. Describe features that are included with your proposed solutions (i.e. mobile, off-site viewing, real-time, etc.)

Our solutions offer many options for off-site viewing. They have mobile apps which can give you real-time updates as things unfold at each site. They can notify police directly when an alarm-incident occurs. All information is available in real-time or through robust reporting methods.

**4. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.**

Our proposed services, as with all our solutions, are built on Okos' six driving values:

1. People Matter. Our people are our most important asset. We develop and support their development and success.
2. Performance Matters. We commit to a 99% efficiency factor with an issue resolution time of fewer than 5 days.
3. Customers Matter. Customer satisfaction is our number one priority.
4. Principles Matter. We do the right thing, at the right time, for the right reason.
5. Environment Matters. We promote green initiatives through technology.
6. Community Matters. We contribute to our communities through contributions of our time, money, and other forms of philanthropy.

We are authorized installers for various security solution companies, and we have access to thousands of technicians across North America. Meaning we can tailor our team to be the best fit for whatever a project requires. Okos strives to utilize local labor resources to support the local economy. Every effort is made to employ the disadvantaged or underrepresented peoples in the area of work.

**5. Describe the sales process that your company will take with participating agencies. Describe the process from initial interest, assessment/design, order placement, receipt of order, installation, payment, etc.**

Okos work with CPC and its co-op members to develop a sales process that meets your needs. Everything from initial interest to after care will be customized for CPC.

**6. Describe your delivery policy and lead time required from receipt of order to delivery.**

Shipments are done directly from the supplier to the client/project location unless otherwise specified.

Verkada lead time is 1-2 weeks

Axis lead time is 2-3 weeks

Tiandy lead time is 2-3 weeks

**7. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

N/A

**8. Describe how your proposed solutions (i.e. products) are powered. If a low voltage license is necessary to conduct the installation process, describe who and how many employees are licensed for low voltage installation.**

We can offer many power options for our various solutions, including solar. In order to ensure that the job is done correctly, we allocate technicians based on the requirements of each project. If certain certifications are required, we will designate the task to employees that possess said certifications.

**9. Describe how your proposed solutions are hosted, locally or cloud based. If cloud based, describe the network security and who has access to the archived files/footage. Describe any associated costs for cloud hosting and or cloud storage.**

Our solutions can either be cloud-based or on-premise. For cloud-based solutions, all footage is encrypted as it is uploaded to the cloud, so only those who are given access can review footage and alarm events. Costs vary depending on the solution and are outlined in the pricing spreadsheets for clarity.

**10. Describe your solutions' software and how it is hosted, either web-based or on a local client? Describe the administration features of the solutions being proposed.**

Our web-based solutions, allow for easy and expeditious access for authorized users and administration. All features can be viewed on a web platform. Alarm notifications can be sent directly to a specific user (or group of users) via text message, email, or phone call. Administration can utilize the mobile features to lock and unlock doors remotely or set a schedule for when doors can be accessed. The local client solutions are configured to meet each organization's needs.

**11. Describe all licensing costs (annual, one-time) associated with your proposed solutions.**

Most of our solutions have an annual licensing fee per device/product. Some of these fees can be discounted based on the duration of the license being purchased (ie. 1-year, 3-year, 5-year).

**12. Describe the integration features of and between your proposed security solutions.**

All services are highly integrative among and between platforms depending on the solution selected. You can automate tasks, view and extract data from anywhere, and export said data in a highly scalable way.

**13. Describe the “panic” button related solutions available with your proposal. Describe what events or messages are triggered from button activation in a threat situation.**

We can offer solutions that have a wireless panic button. When it is pressed, the notification can go to a specific person (or group of people) via a text message, call, or email. Alternatively, there is an option that the panic button instantly alerts the authorities.

**14. Describe any limitations to the solutions and or system being proposed (i.e. maximum number of doors, max. number of people scanned, cameras allowed per system).**

The solutions we are offering are scalable based on the needs of each project. Any additional systems required can be added at any time.

**15. Describe the type of licensed personnel employed by your company (i.e. low voltage, electricians) that will be assisting with installation and retrofitting a networked security solution.**

Okos will assign a dedicated project manager, sales liaison, and procurement specialist to this project upon award. They will be supported by a project coordinator and installation technicians. We allocate technicians based upon the specific certifications required for that project and hardware. Beyond the required municipal or state certifications, all our technicians also receive specific training for the hardware and installation requirements of each project. They are guided through the installation process using our proprietary smartphone app which includes step-by-step directions and quality control through regular photos and reporting.

**16. Describe the installation process from prep work to completion and the training provided to the participating agency on their delivered security solutions.**

Okos will assign an in-house project manager to oversee all aspects of the project following standardized project management practices. Once the overall project management plan has been developed and approved by the client, the major activities and processes per site will be as follows:

1. Kick-off/Conduct site survey
2. Confirm schedule
3. Confirm design
4. Confirm material lead time
5. Confirm resource availability
6. Execute project
7. Monitor and control project
8. Update project status and milestones
9. Confirm project deliverables
10. Close out project

One of our competitive advantages is our proprietary Okos Installation App. We developed this App, for use by Okos technicians only, to provide greater support and direction to our technicians while providing insight and oversight to our project managers and real-time updates to our clients.

For each project Okos will build and train separate teams of technicians as appropriate. These teams will work simultaneously as outlined in the Project Plan and Timeline and perform the following tasks per the written Standard Operating Procedures (SOPs) developed by Okos which are modified to meet the needs of every installation.

Technicians will;

- Check in via mobile application upon arrival
- Receive devices on-site by the assigned Greenbush technical representative
- Verify if the job site meets safety compliance
- Take photo evidence before and throughout the installation via mobile application (developed by Okos)
- Test all cables (including replacements) before the installation, test and provide photo evidence to Greenbush

- Install new cables and cameras at designated locations
- Make sure that the installation, connectivity, field of view, and focus is duly tested
- Clean the site to its pre-visit condition
- Manage any environmental disposal of products removed from the site in accordance with applicable municipal and state regulations and bylaws
- Report device installation completion after exit checklist is complete
- Check-out of the site via mobile application

**17. Service goes out at an agency who purchased your technology solution. Describe how long it will take your technician to respond and resolve the issue per a Service Level Agreement (SLA). Include all travel scenarios.**

Okos is committed to a 99% satisfaction rating, with 5-day resolution on any issues. All our technicians also receive specific training for the hardware and installation requirements of each project. They are guided through the installation process using our proprietary smartphone app which includes step-by-step directions. Quality control is ensured through the App with regular photos and reporting. Our on-site supervisor or lead technician also conducts regular inspections to ensure that all work is completed to the highest standard. If an online/virtual resolution is not available, we will be on-site within 5 days maximum.

**18. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe coverage regarding parts/equipment and labor. Describe who covers and coordinates these processes.**

We offer a 90-day warranty on labor. Individual manufacturers' warranty applies to each brand. Please see attached warranty information. Okos will coordinate any warranty related issues.

**19. Describe any warranty usage limit restrictions. Describe any additional limitations that would not be covered under warranty.**

The warranty covers manufacturers' defects only. Damage, normal wear, and tear are not covered under warranty. Please refer to the specific warranty terms of each manufacturer, attached.

**20. Describe warranty coverage as it relates to technician travel time and mileage to perform warranty repairs. Describe any geographic locations where certified technicians cannot provide coverage or warranty repairs. If agencies reside in an area where technicians cannot support/reach, describe how the warranty repair process would occur.**

Labor to remove and re-install products is not covered after the initial 90-day labor warranty. In most cases, technical support is not required, and the end-user can easily complete the replacement.

**21. Describe your company's allowed methods for payment, and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms, progress payments, down payments.**

- Financing is available for up to 60 months
- Payment terms are negotiable
- Electronic payments are accepted and encouraged
- Flexible billing options to suit your needs, per site, summary, etc., and will be agreed upon contract award

**22. Describe in detail your proposed exchange and return program(s) and policy(s).**

Any unused or defective product can be returned within 30 days for a fully guaranteed refund. To initiate an RMA, we would recommend you open a ticket with our support staff so they can diagnose the issue. If a return is agreed upon, we will ship you a device the next business day if you are within the specific product warranty.

**23. Describe any “added value” attributes being offered to CPC and its participating agencies when purchasing services through your company. Describe any “value-adds” that are exclusive to CPC and the potential resulting contract.**

Okos will extend the standard pricing discounts off the current catalogue of equipment to any new product offerings by the manufacturer. We offer flexible sales and shipping process options to meet your needs. A designated team is assigned to your contract to meet all your needs.

**24. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

We will develop a comprehensive project management plan which we will present to CPC staff and key stakeholders. Once ratified, this plan will provide the structure, processes, and milestones by which we will ensure compliance with the contract. We also monitor, track and support our technicians throughout the installation process using our App, which provides outstanding quality control and feedback.

## Exceptions & Deviations

**1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

N/A

**2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.**

**Respondents must include the following when requesting exceptions:**

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

N/A

## References

**Provide three (3) references that have purchased the proposed security solutions from your company within the last two (2) years. References from the CPC’s tri-state area are preferred. A contact name, phone number and email will be required. \*Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.**

<b>Reference #1 – Company Name</b>	<b>Fortis</b>
<b>Service/Product Purchased</b>	Smart Energy Solutions
<b>Year of Purchase</b>	2020- Ongoing
<b>Reference Contact</b>	Rishikesh Kumar
<b>Phone</b>	403-514-4137
<b>Email</b>	rishikesh.kumar@fortisalberta.com

<b>Reference #2 – Company Name</b>	<b>ATCO Energy</b>
<b>Service/Product Purchased</b>	Smart Security and Energy Devices
<b>Year of Purchase</b>	2020- Ongoing
<b>Reference Contact</b>	Twyla Ellis
<b>Phone</b>	403-369-2741
<b>Email</b>	Twyla.Ellis@atco.com

<b>Reference #3 – Company Name</b>	<b>Hydro One Networks Inc.</b>
<b>Service/Purchase Purchased</b>	Smart Security and Energy Solutions
<b>Year of Purchase</b>	2020-2021
<b>Reference Contact</b>	Tina Nicholson
<b>Phone</b>	1-888-664-9376
<b>Email</b>	Tina.Nicholson@hydroone.com



## 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**Instructions.** Complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. **This is a required form if proposing installation and design services.**

**REQUIRED FORM**

Responding Company's Name:

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Security design	\$60/hour	\$45/hour	\$0	\$0	Yes
Access control design	\$60/hour	\$45/hour	\$0	\$0	Yes

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Camera installation (Installer and project manager)	\$250/hour	\$200/hour	n/a	\$0.38/mile	Yes
Access control installation (Installer and project manager)	\$250/hour	\$200/hour	n/a	\$0.38/mile	Yes

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Online and call-in support	\$0	n/a	n/a	n/a	n/a
Verkada on-site services (10 year warranty)	\$250/hour	\$200/hour	n/a	n/a	n/a
Axis on-site services (5 year warranty)	\$250/hour	\$200/hour	n/a	n/a	n/a
Tiandy on-site services (5 year warranty)	\$250/hour	\$200/hour	n/a	n/a	n/a

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Technology training	\$60/hour	\$45/hour	\$0/hour	\$0/hour	Yes
Basic manufacturer training	\$0/hour	\$0/hour	n/a	n/a	

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.
Online and call-in support	\$50/hour	\$35/hour	n/a	n/a	Yes
Onsite support	\$250/hour	\$200/hour	n/a	\$0.38/mile	Yes

Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Yes.



## Vendor Forms & Signatures

RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions

### **Instructions**

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled “***Vendor Forms & Signatures – Name of Company***”.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

**The following sections will need to be completed prior to submission and submitted as one single PDF titled “Vendor Forms & Signatures – Name of Company”:**

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance “EDGAR” Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

# Addendum Acknowledgement

**Instructions:** Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum Numbers Received** (check the box next to each addendum received):

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 5 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.



\_\_\_\_\_  
*Authorized Signature*

November 2, 2022

\_\_\_\_\_  
*Date*

**Acknowledgment:** I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

\_\_\_\_\_  
*Authorized Signature*

\_\_\_\_\_  
*Date*

\*Note, both sections on this form should not be signed.

## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

**Part I: Vendor**

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	Okos Inc.	<b>Date</b>	October 31, 2022
<b>Address</b>	340 South Lemon Ave.	<b>City, State, Zip</b>	Walnut, CA 91789
<b>Contact Person</b>	Jody Epp	<b>Title</b>	VP of Partner Success
<b>Authorized Signature</b>		<b>Title</b>	
<b>Email</b>	jody@okos.ca	<b>Phone</b>	250-216-2167

**Part II: CPC**

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Name Printed or Typed** \_\_\_\_\_

**Awarded this** \_\_\_\_\_ **day of** \_\_\_\_\_ **Contract Number** \_\_\_\_\_

**Contract to Commence** \_\_\_\_\_

# Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

**Instructions:** When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

## 1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

## 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

## 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

#### **4. Davis Bacon Act**

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

#### **5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

#### **7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

## **8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

## **9. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

## **12. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By **initialing the table (1-12)** and **signing below**, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	YES	JE
2. Termination for Cause of Convenience	YES	JE
3. Equal Employment Opportunity	YES	JE
4. Davis-Bacon Act	YES	JE
5. Contract Work Hours and Safety Standards Act	YES	JE
6. Right to Inventions Made Under a Contract or Agreement	YES	JE
7. Clean Air Act and Federal Water Pollution Control Act	YES	JE
8. Debarment and Suspension	YES	JE
9. Byrd Anti-Lobbying Amendment	YES	JE
10. Procurement of Recovered Materials	YES	JE
11. Profit as a Separate Element of Price	YES	JE
12. General Compliance with Participating Agencies	YES	JE

**Okos Inc.**

*Name of Business*



**Signature of Authorized Representative**

**Jody Epp, VP of Partner Success**

*Printed Name/Title*

**October 31, 2022**

*Date*

# Subcontractor Utilization Form

**Instructions:** List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions  
Solicitation Number: #23.3  
Vendor Name: Okos Inc.

If a subcontractor will not be used, check this box:

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Primary Contact: \_\_\_\_\_  
Email Address of Contact: \_\_\_\_\_  
Services to be provided: \_\_\_\_\_

# Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase ([www.publicpurchase.com](http://www.publicpurchase.com)). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

**Your organization's uploaded proposal should include the following submitted and correctly labeled documents:**

X	Document Title	How to be Submitted
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. <b>*Signatures Required</b>
X	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
*	Exhibit B - State(s) Contractor's License	Submit as PDF
	Additional Information – as required <ul style="list-style-type: none"> <li>• Business Type Certificate, if applicable. See Vendor Questionnaire (i.e. MBE, SBE).</li> </ul>	Submit as PDF

\* Will be provided upon award

**IMPORTANT:** All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Jody Epp, VP of Partner Success

Printed Name/Title

October 31, 2022

Date



This page has been left blank intentionally.



## CLARIFYING INFORMATION ON THE APPLICABLE WARRANTY FOR ACCESSORIES AND SPARE PARTS

The purpose of this document is to further clarify the information regarding Axis' warranty offering for accessories and spare parts as stated in the warranty policies at <https://www.axis.com/support/warranty-and-rma/warranty>.

Please note that this information is to complement and clarify (not replace) the information regarding applicable warranty period available in the technical data sheets or information on the product page for the respective Axis Hardware (the product documentation is available at <https://www.axis.com/products-and-solutions>).

### **Accessories and spare parts purchased separately from the Axis hardware**

Accessories and spare parts purchased separately and not included in or part of an Axis hardware are covered by a three (3) year limited hardware warranty, unless specifically stated otherwise in the technical data sheet or on the product page for each respective accessory or spare part.

### **Accessories and spare parts included in the Axis hardware**

Accessories and spare parts included in or part of an Axis hardware on the date of the original purchase are subject to the same warranty period that applies to such Axis hardware. Please consult the respective technical data sheets or information on the product page for the respective Axis hardware at <https://www.axis.com/products-and-solutions>.

Note: Potential beneficiaries of the warranty may be asked for a proof of purchase upon contacting Axis Technical Services to validate the warranty claim request. Failure to provide a valid proof of purchase entitles Axis not to accept the warranty claim.

The warranty period starts from the date of shipment from an Axis' Configurations-and Logistics Center to the original purchaser.



We promise first-class quality, reliability, and support with our excellent hardware warranty service.

### **3 YEAR LIMITED HARDWARE WARRANTY**

Warranty Coverage Tiandy warrants the original purchaser that the Tiandy hardware will be free from defects in design, workmanship, and materials under substantiated normal use for a period of three (3) years from the date of shipment subject to the exclusions and limitations set out below. This Warranty is only applicable to the Tiandy hardware and accessories included with the Tiandy Hardware on the date of the original purchase. The original purchaser shall without undue delay notify Tiandy of any defect that appears in the Tiandy Hardware in accordance with Tiandy's RMA handling. Failure to notify Tiandy of said defect shall mean that the original purchaser loses the right to have the defect remedied. A valid form of bill of sale or receipt, substantiating the purchase and the date thereof, must be presented to Tiandy within the warranty period to obtain warranty service. The sole remedy of the original purchaser and Tiandy's sole and exclusive liability shall be limited to, at Tiandy's sole discretion, either repair of the Tiandy Hardware using new or refurbished replacement parts, or replacement of the Tiandy Hardware. Repaired Tiandy Hardware or replacement hardware products will be warranted under the terms set forth herein for the remainder of the original warranty period or ninety (90) days, whichever is longer. When the Tiandy Hardware or part thereof is replaced, all products or parts thereof that are replaced shall become the property of Tiandy. This Warranty is applicable in all countries and may be enforced by contacting Tiandy Support.

### **Exclusions and Limitations**

This Warranty is contingent upon proper warehousing, shipment and substantiated normal use of the Tiandy Hardware, and specifically does not apply if the Tiandy Hardware has had the model or serial number altered, defaced or removed, or to defects attributable to (i) modifications to or alterations of the Tiandy Hardware by any party other than Tiandy, (ii) faulty maintenance, incorrect installation or faulty repair by any party other than Tiandy, (iii) use of the Tiandy Hardware for a purpose for which it was not designed or intended, (iv) normal wear and tear or deterioration, or (v) misuse, abuse, negligence or accidents. This Warranty does not apply to Tiandy Hardware that was purchased "as is" or where Tiandy, the seller or the liquidator expressly has disclaimed their warranty obligation pertaining to the product. Also, the Warranty only applies to Tiandy Hardware purchased from an authorized distributor/reseller.

### **ADVANCE REPLACEMENT**

If a / any hardware is Dead on Arrival (DOA) , Damaged or malfunctions, Tiandy will send a replacement with exact or compatible model after the cause is determined. The replacement hardware will be shipped within thirty (30) days.

## END USER AGREEMENT

This End User Agreement (“**Agreement**”) is entered into by and between Verkada Inc. (“**Verkada**”) and [name], a [state] [type of entity] (“**Customer**”), and governs the purchase and use of the Products (as defined below) by Customer. This Agreement is effective as of the date last signed below.

Verkada and Customer hereby agree as follows.

### 1. DEFINITIONS

The definitions of certain capitalized terms used in this Agreement are set forth below. Others are defined in the body of the Agreement.

“**Customer Data**” means all data provided by Customer to Verkada by means of the Products. Customer Data does not include System Data (defined below).

“**Documentation**” means the online documentation regarding the Hardware, available at [www.verkada.com/docs/](http://www.verkada.com/docs/) or as otherwise provided within the Hosted Software.

“**DPA**” means the Data Processing Addendum available at [www.verkada.com/support/dpa](http://www.verkada.com/support/dpa) or other negotiated data protection agreement, entered into between Verkada and Customer.

“**Firmware**” means the software developed and maintained by Verkada that is stored on the Hardware and enables the basic functioning of the Hardware and its communication with the Hosted Software.

“**Hardware**” means the Verkada hardware products, including security cameras, access control units, alarm units, and environmental sensors.

“**Hosted Software**” means Verkada’s Software-as-a-Service system, currently known as “Command,” and related infrastructure made available to Customer to manage and configure the Hardware.

“**License**” has the meaning ascribed to it in [Section 2.1](#).

“**License Term**” means the length of time indicated in the License SKU set forth on the applicable Purchase Order.

“**Partner**” means a third-party authorized by Verkada to resell the Products, to whom Customer has delivered a Purchase Order for such Products.

“**Product Feature(s)**” means a unique feature set within the Hosted Software that is identified by a particular stock keeping unit (SKU) on a Purchase Order.

“**Products**” means, collectively, the Software, Hardware, Product Features, Documentation, and all modifications, updates, and upgrades thereto and derivative works thereof.

“**Purchase Order**” means each order document submitted to Verkada by a Partner on behalf of Customer, and accepted by Verkada, indicating Partner’s firm commitment to purchase the Products and for the prices set forth thereon.

“**Service Level Agreement**” means the Service Level Agreement set forth on [Exhibit A](#) hereto.

“**Software**” means the Firmware and Hosted Software.

“**Support**” means the technical support services and resources available at [www.verkada.com/support](http://www.verkada.com/support).

“**System Data**” means configuration information, log and event data, Product performance data, and statistics regarding Customer’s use of the Products.

“**Users**” means employees of Customer, or other third parties, each of whom are authorized by Customer to use the Products on Customer’s behalf.

## 2. LICENSE AND RESTRICTIONS

**2.1 License to Customer.** Subject to the terms of this Agreement, Verkada grants Customer a royalty-free, nonexclusive, transferable (subject to Section 12) worldwide right during each License Term to use the Software, subject to the terms of this Agreement (“**License**”). Customer must purchase Licenses to use the Software for at least the number and type of Hardware units and/or Product Features it manages by means of the Software, however Customer may authorize an unlimited number of Users to access and use the Software. If Customer purchases additional Licenses, either in connection with the purchase of additional Hardware units or renewal of Licenses for existing Hardware units, the overall License Term will be modified such that the License Term for all Licenses purchased will expire and terminate on the same date. If Customer purchases the Monitoring Services (as defined on Exhibit B, the “**Alarms Addendum**”), the use of the Products in connection with the Monitoring Services will be subject to the terms of the Alarms Addendum.

**2.2 License to Verkada.** During the License Term, Customer will transfer Customer Data to Verkada while using the Products. Customer grants Verkada a non-exclusive right and license to use, reproduce, modify, store, and process Customer Data solely to maintain the Products and provide them to Customer. Customer represents and warrants that it possesses the necessary rights and authority to grant Verkada the rights set forth in this Section 2.2 with respect to Customer Data.

**2.3 Restrictions.** Customer will not: (i) use (or allow a third party to use) the Products for any competitive purposes (other than for routine product comparison purposes), including monitoring or testing their availability, security, performance, or functionality, in each case without Verkada’s express written consent; (ii) market, sublicense, resell, lease, loan, transfer, or otherwise commercially exploit the Products; (iii) modify, create derivative works, decompile, reverse engineer, attempt to gain access to the source code, or copy the Products or any of their components; or (iv) use the Products to conduct any fraudulent, malicious, or illegal activities or otherwise in contravention of any applicable laws or regulations (each of (i) through (iv), a “**Prohibited Use**”).

## 3. HARDWARE WARRANTIES; RETURNS

**3.1 General.** Verkada represents to the original purchaser and user of the Hardware that, for the period set forth in the applicable Documentation from the date of shipment to the location specified on the Purchase Order, the Hardware will be substantially free of defects in materials and workmanship (“**Hardware Warranty**”).

**3.2 Remedies.** Customer’s sole and exclusive remedy and Verkada’s (and its suppliers’ and licensors’) sole and exclusive liability for a breach of the Hardware Warranty will be, in Verkada’s sole discretion, to replace the non-conforming Hardware. Replacement may be made with a new or refurbished product or components. If the Hardware or a component within it is no longer available, then Verkada may replace the Hardware unit with a similar product of similar function. Any Hardware unit that has been replaced under the Hardware Warranty will be covered by the terms of the Hardware Warranty for the longer of (a) 90 days from the date of the delivery, or (b) the remainder of the original Hardware Warranty period.

**3.3 Returns.** Customer may return the Products for any reason within the 30 day period starting on the shipment date of the Products. Thereafter, to request a return under the Hardware Warranty, Customer must notify Verkada or the Partner within the Hardware Warranty period. To initiate a return directly to Verkada, Customer must send a return request to Verkada at support@verkada.com and clearly state details on where and when Customer purchased the Hardware, the serial numbers of the applicable

Hardware unit(s), Customer's reason for returning the Hardware, and Customer's name, mailing address, email address, and daytime phone number. If approved, Verkada will provide Customer with a Return Materials Authorization ("**RMA**") and prepaid shipping label via email that must be included with Customer's return shipment to Verkada. Customer must return the Hardware unit(s) listed in the RMA with all included accessories with the RMA within the 14 days following the day on which Verkada issued the RMA.

#### **4. VERKADA OBLIGATIONS**

**4.1** General. Verkada is responsible for providing the Products in conformance with this Agreement, the Purchase Order(s), and applicable Documentation.

**4.2** Availability. Verkada uses its best efforts to ensure that the Hosted Software is available in accordance with the terms of the Service Level Agreement, which sets forth Customer's remedies for any interruptions in the availability of the Hosted Software.

**4.3** Support. If Customer experiences any errors, bugs, or other issues in its use of the Products, then Verkada will provide Support in order to resolve the issue or provide a suitable workaround. The fee for Support is included in the cost of the License. As part of a Support case, Customer may grant access, in its sole discretion, to a member of Verkada's Support team through functionality provided in the Hosted Software for a length of time determined by Customer.

**4.4** Maintenance. Verkada will use commercially reasonable efforts to maintain the Products and implement updates, upgrades, and fixes as necessary to meet its obligations under this Agreement.

#### **5. CUSTOMER OBLIGATIONS**

**5.1** Compliance. Customer will use the Products only in accordance with the Documentation and in compliance with all applicable laws, including procurement and maintenance of any applicable licenses and permits. Customer will ensure that none of the Products are directly or indirectly exported, re-exported, or used to provide services in violation of the export laws and regulations of the United States or any other country. If Customer operates in a regulated industry, Customer represents that it has obtained all necessary local and state licenses and/or permits necessary to operate its business and is in compliance (and will use its best efforts to remain in compliance) with all local, state, and (if applicable) federal regulations regarding the conduct of its business. Verkada reserves the right to suspend use of any Products operating in violation of the obligations of this Section 5.1, following written notice to Customer.

**5.2** Account Administration. Customer is responsible for identifying one or more individuals within Customer's organization who will act as administrator(s) of Customer's account. Such person(s) will be responsible for, among other things, monitoring and managing access privileges of other Users. Customer is also responsible for verifying, including ensuring that any third-party installer verify, that all Hardware Products purchased are properly claimed into Customer's account within the Hosted Software prior to installation, as more fully set forth in the Documentation.

#### **6. TERM AND TERMINATION**

**6.1** Term. The term of this Agreement will commence on the Effective Date and will continue for so long as Customer maintains any active Licenses.

**6.2** Termination or Suspension for Cause. Either party may terminate this Agreement, and Verkada may suspend Customer's access to the Hosted Software, for cause (i) upon 30 days written notice to the other party of a material breach if such breach remains uncured at the expiration of the 30-day period, or (ii) if the other party becomes the subject of a petition in bankruptcy or any other proceeding relating to insolvency, receivership, liquidation or assignment for the benefit of creditors. For purposes of clarity, a

material breach of the Agreement includes Customer's failure to purchase and/or maintain a sufficient number of Licenses, as required by Section 2.1.

**6.3** Effect of Termination. If Customer terminates this Agreement in accordance with Section 6.2, then Verkada will refund Customer a pro rata portion of any prepaid fees allocable to the remaining License Term. The following provisions will survive any expiration or termination of the Agreement: Sections 7, 9, 10, 11, and 12, and any other provisions that, by their nature, would reasonably be considered intended to survive.

## 7. CONFIDENTIALITY

**7.1** Confidential Information. Except as explicitly excluded below, any information of a confidential or proprietary nature provided by a party ("**Disclosing Party**") to the other party ("**Receiving Party**") constitutes the Disclosing Party's confidential and proprietary information ("**Confidential Information**"). Verkada's Confidential Information includes the Products and any information conveyed to Customer in connection with Support. Customer's Confidential Information includes Customer Data. Confidential Information does not include information which is: (i) already known by the receiving party without an obligation of confidentiality other than pursuant to this Agreement; (ii) publicly known or becomes publicly known through no unauthorized act of the Receiving Party; (iii) rightfully received from a third party without a confidentiality obligation to the Disclosing Party; or (iv) independently developed by the Receiving Party without access to the Disclosing Party's Confidential Information.

**7.2** Confidentiality Obligations. Each party will use the Confidential Information of the other party only as necessary to perform its obligations under this Agreement, will not disclose the Confidential Information to any third party, and will protect the confidentiality of the Disclosing Party's Confidential Information with the same standard of care as the Receiving Party uses or would use to protect its own Confidential Information, but in no event will the Receiving Party use less than a reasonable standard of care. Notwithstanding the foregoing, the Receiving Party may share the other party's Confidential Information with those of its employees, agents and representatives who have a need to know such information and who are bound by confidentiality obligations at least as restrictive as those contained herein (each, a "**Representative**"). Each party shall be responsible for any breach of confidentiality by any of its Representatives.

**7.3** Additional Exclusions. A Receiving Party will not violate its confidentiality obligations if it discloses the Disclosing Party's Confidential Information if required by applicable laws, including by court subpoena or similar instrument so long as the Receiving Party provides the Disclosing Party with written notice of the required disclosure so as to allow the Disclosing Party to contest or seek to limit the disclosure or obtain a protective order. If no protective order or other remedy is obtained, the Receiving Party will furnish only that portion of the Confidential Information that is legally required, and agrees to exercise reasonable efforts to ensure that confidential treatment will be accorded to the Confidential Information so disclosed.

## 8. DATA PROTECTION

Verkada secures the Software and Customer Data in accordance with the security practices available at [www.verkada.com/trust/security-controls](http://www.verkada.com/trust/security-controls). Verkada will process all Customer Data in accordance with the DPA.

## 9. OWNERSHIP

**9.1** Verkada Property. Verkada owns and retains all right, title, and interest in and to the Software, the System Data, and all intellectual property embodied in the Hardware and accessories. Except for the limited license granted to Customer in Section 2.1, Verkada does not by means of this Agreement or otherwise transfer any rights in the Products to Customer, and Customer will take no action inconsistent with Verkada's intellectual property rights in the Products.

**9.2** Customer Property. Customer owns and retains all right, title, and interest in and to the Customer Data and does not by means this Agreement or otherwise transfer any rights in the Customer Data to Verkada, except for the limited license set forth in Section 2.2.

## **10. INDEMNIFICATION**

**10.1** By Verkada. Verkada will indemnify, defend, and hold Customer, its affiliates, and their respective owners, directors, members, officers, and employees (collectively, "**Customer Indemnitees**") harmless from and against any claim, action, demand, suit or proceeding (each, a "**Claim**"), and the attorneys' fees and court and investigative costs of Customer Indemnitees, made or brought by a third party against any of the Customer Indemnitees alleging that Customer's use of the Products infringes or misappropriates any patent, trademark, copyright, or any other intellectual property of such third party.

Verkada will pay any damages finally awarded against any Customer Indemnitees by a court of competent jurisdiction as a result of any such Claim, or any final settlement of such Claim, so long as Customer (i) gives Verkada prompt written notice of the Claim, (ii) gives Verkada sole control of the defense and settlement of the Claim (provided that Verkada may not settle any Claim without the Customer Indemnitee's written consent, which will not be unreasonably withheld), and (iii) provides to Verkada all reasonable assistance, at Verkada's request and expense.

If Customer's right to use the Products hereunder is, or in Verkada's opinion is likely to be, enjoined as the result of a Claim, then Verkada may, at Verkada's sole option and expense procure for Customer the right to continue using the Products under the terms of this Agreement, or replace or modify the Products so as to be non-infringing and substantially equivalent in function to the claimed infringing or enjoined Products.

Verkada will have no indemnification obligations under this Section 10.1 to the extent that a Claim is based on or arises from: (a) use of the Products in a manner other than as expressly permitted in this Agreement; (b) any alteration or modification of the Products except as expressly authorized by Verkada; (c) the combination of the Products with any other software, product, or services (to the extent that the alleged infringement arises from such combination); or (d) where the Claim arises out of specifications provided by Customer. This Section 10.1 sets forth Verkada's sole and exclusive liability, and Customer's exclusive remedies, for any Claim of infringement or misappropriation of intellectual property.

**10.2** By Customer. Customer will indemnify, defend, and hold harmless Verkada, its affiliates, and their respective owners, directors, members, officers, and employees (together, the "**Verkada Indemnitees**") from and against any Claim, and the attorneys' fees and court and investigative costs of Verkada Indemnitees, related to: (a) Customer or its Users engaging in a Prohibited Use; and (b) Customer's indemnity obligation under the Alarms Addendum set forth in Exhibit B hereto (if any). Customer will pay any settlement of and any damages finally awarded against any Verkada Indemnitee by a court of competent jurisdiction as a result of any such Claim so long as Verkada (i) gives Customer prompt written notice of the Claim, (ii) gives Customer sole control of the defense and settlement of the Claim (provided that Customer may not settle any Claim without Verkada's prior written consent which will not be unreasonably withheld), and (iii) provides to Customer all reasonable assistance, at Customer's request and expense.

## **11. LIMITATIONS OF LIABILITY**

**11.1** Disclaimer. EXCEPT FOR THE WARRANTIES EXPLICITLY SET FORTH IN THIS AGREEMENT, VERKADA MAKES NO WARRANTIES, WHETHER EXPRESS, IMPLIED, OR STATUTORY, REGARDING OR RELATING TO THE PRODUCTS, OR ANY MATERIALS OR SERVICES FURNISHED OR PROVIDED TO CUSTOMER IN CONNECTION WITH THIS AGREEMENT, INCLUDING UPDATES OR SUPPORT. WITHOUT LIMITING THE FOREGOING, VERKADA HEREBY DISCLAIMS ANY AND ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, NON-INFRINGEMENT, OR TITLE. VERKADA DOES NOT WARRANT THAT THE PRODUCTS WILL MEET CUSTOMER'S NEEDS OR EXPECTATIONS, THAT USE OF THE PRODUCTS WILL BE UNINTERRUPTED OR ERROR-FREE, OR THAT DEFECTS WILL BE CORRECTED.

**11.2** No Consequential Damages. NEITHER PARTY, NOR ITS AFFILIATES, NOR THE OFFICERS, DIRECTORS, EMPLOYEES, SHAREHOLDERS, AGENTS OR REPRESENTATIVES OF ANY OF THEM, WILL BE LIABLE TO THE OTHER PARTY FOR ANY INCIDENTAL, INDIRECT, SPECIAL, EXEMPLARY, OR CONSEQUENTIAL DAMAGES, WHETHER FORESEEABLE OR UNFORESEEABLE, THAT MAY ARISE OUT OF OR IN CONNECTION WITH THIS AGREEMENT, EVEN IF THE OTHER PARTY HAS BEEN NOTIFIED OF THE POSSIBILITY OR LIKELIHOOD OF SUCH DAMAGES OR COSTS OCCURRING AND WHETHER SUCH LIABILITY IS BASED ON CONTRACT, TORT, NEGLIGENCE, STRICT LIABILITY, PRODUCTS LIABILITY OR OTHERWISE.

**11.3** Direct Damages Cap. EXCEPT WITH RESPECT TO EXCLUDED CLAIMS AND UNCAPPED CLAIMS, IN NO EVENT WILL THE COLLECTIVE LIABILITY OF EITHER PARTY, OR THEIR RESPECTIVE AFFILIATES, OFFICERS, DIRECTORS, EMPLOYEES, SHAREHOLDERS, AGENTS AND REPRESENTATIVES, TO THE OTHER PARTY FOR ANY AND ALL DAMAGES, INJURIES, AND LOSSES ARISING FROM ANY AND ALL CLAIMS AND CAUSES OF ACTION ARISING OUT OF, BASED ON, RESULTING FROM, OR IN ANY WAY RELATED TO THIS AGREEMENT, EXCEED THE TOTAL AMOUNT PAID OR PAYABLE BY CUSTOMER FOR THE USE OF THE PRODUCTS UNDER THIS AGREEMENT DURING THE 24-MONTH PERIOD PRECEDING THE DATE OF THE CLAIM.

THE EXISTENCE OF MULTIPLE CLAIMS OR SUITS UNDER OR RELATED TO THIS AGREEMENT WILL NOT ENLARGE OR EXTEND THE LIMITATION OF MONEY DAMAGES WHICH WILL BE THE CLAIMANT'S SOLE AND EXCLUSIVE REMEDY.

**11.4** Excluded Claims Cap. "**Excluded Claims**" means any claim and/or liability associated with: (a) both party's indemnification obligations in Section 10; (b) any breach by Verkada of the DPA; or (c) any breach by Verkada of Section 8 (Data Protection). Verkada's total, cumulative liability for all Excluded Claims will not exceed two (2) times the total amount paid or payable by Customer for use of the Products under this Agreement during the Term.

**11.5** Uncapped Claims. "**Uncapped Claims**" means any claim or liability associated with: (a) Customer's breach of Section 2.2 (License to Customer Data), Section 5.1 (Compliance), and Section 3 of Exhibit B (Customer Obligations) (if applicable); (b) either Party's breach of confidentiality (but not relating to any liability associated with Verkada's security obligations with respect to Customer Data which remains subject to the Excluded Claims cap); or (c) any liability of a Party which cannot be limited under applicable law, including gross negligence, recklessness, or intentional misconduct.

## **12. MISCELLANEOUS**

This Agreement is the entire agreement between Customer and Verkada and supersedes all prior agreements and understandings concerning the subject matter hereof and may not be amended or modified except by a writing signed or electronically acknowledged by authorized personnel by both parties. Customer and Verkada are independent contractors, and this Agreement will not establish any relationship of partnership, joint venture, or agency between Customer and Verkada. Failure to exercise any right under this Agreement will not constitute a waiver. There are no third-party beneficiaries to this Agreement. This Agreement is governed by the laws of California without reference to conflicts of law rules. Any notice provided by one party to the other under this Agreement will be in writing and sent either (i) by overnight courier or certified mail (receipt requested), in the case of Customer to Customer's address on record in Verkada's account information and in the case of Verkada, to 405 E. 4<sup>th</sup> Ave., San Mateo, CA 94401, or (ii) by electronic mail to Customer's email address on record in Verkada's account information or to Verkada at legal@verkada.com. If any provision of this Agreement is found unenforceable, the Agreement will be construed as if such provision had not been included. Neither party may assign this Agreement without the prior, written consent of the other party, except that either party may assign this Agreement without such consent in connection with an acquisition of the assigning party or a sale of all or substantially all of its assets. In the event of an assignment by Customer in connection with an acquisition of Customer or a sale of all or substantially all of Customer's assets, Customer's License may be transferred to the party acquiring Customer or purchasing all or substantially all of its assets, subject to Verkada's prior written consent, such consent not to be unreasonably withheld. This Agreement may be executed in two or more counterparts,

each of which will be deemed an original, but all of which together will constitute one and the same instrument. Facsimile or other electronic copies of such signed copies will be deemed to be binding originals.

A party will not be liable for any failure to perform caused by circumstances beyond its reasonable control which would otherwise make such performance commercially impractical including, but not limited to, acts of God, fire, flood, acts of war, pandemics, government action, accident, labor difficulties or shortage, inability to obtain materials, equipment or transportation (each, a **“Force Majeure Event”**). If a Force Majeure Event lasts longer than five (5) business days, the parties will meet to determine if performance under the Agreement can resume as agreed. If the parties cannot agree, then Verkada may terminate the applicable Purchase Order or this Agreement.

If any disputes arise, the parties will first attempt to resolve the dispute informally via good faith negotiation. If the dispute has not been resolved after 30 days, the parties will resolve any claim, dispute, or controversy (excluding any claims for injunctive or other equitable relief) by binding arbitration before a single arbitrator administered by JAMS, its successors and assigns, in San Mateo County, California, unless otherwise agreed by the parties in writing, and pursuant to its arbitration rules. Each party will be responsible for paying any arbitration fees in accordance with the foregoing rules, and the award rendered by the arbitrator may include costs of arbitration, reasonable attorneys’ fees and reasonable costs for expert and other witnesses. Any judgment on the award rendered by the arbitrator may be entered in any court of competent jurisdiction. Nothing in this Section shall be deemed to prevent either party from seeking injunctive or other equitable relief from the courts as necessary to prevent the actual or threatened infringement, misappropriation, or violation of its data security, intellectual property rights or other proprietary rights.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives.

**[Customer]**

**Verkada Inc.**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## EXHIBIT A

### Service Levels

Verkada will use commercially reasonable efforts to make the Hosted Software available 99.99% or more of the time during any calendar month. Subject to the exclusions set forth below, an “**Outage**” will be defined as any time when the Hosted Software is not available due to a cause within the control of Verkada. The availability standard does not apply to any feature of the Hosted Software that Verkada identifies as a “beta” feature or service.

### Service Credits

If Verkada fails to achieve the availability percentage above, Customer will be eligible to receive a credit (“**Service Credit**”) calculated as a certain number of days added to the end of the License Term. Service Credits are based on the actual availability of the Hosted Software in a given calendar month as set forth below. Service Credits are non-transferable.

<b>Service Availability</b>	<b>Service Credit</b>
Less than 99.99%	3 days
Less than 99.9%	5 days
Less than 99%	10 days
Less than 90%	15 days

### Exclusions

Verkada does not include in its calculation of downtime any time the Hosted Software is not available due to:

- Planned maintenance windows where notice of planned unavailability has been given, via the Hosted Software, at least two business days prior to the outage, unless in the case of emergency changes;
- Force Majeure Events;
- Actions or inactions on Customer’s part;
- Events arising from Customer’s systems or any Customer websites;
- ISP or Internet outages outside of Verkada’s control.

### Chronic Failure & Termination

Customer may elect to terminate this Agreement in accordance with [Section 6.2](#) if the Hosted Software is available less than 90% in a month for three consecutive months or any five months during a rolling twelve-month period.

### Sole Remedy

Notwithstanding any terms to the contrary in the Agreement, the Service Credits are Customer’s sole and exclusive remedy for any Outage.

## EXHIBIT B

### **Alarms Addendum**

This “**Alarms Addendum**” sets forth the terms applicable to Customer’s use of the Monitoring Services (as defined below).

#### 1. Certain Definitions.

- a. “**Alarm(s)**” means an alarm signal, data, video or audio transmission initiated by the Hardware installed on Customer’s premises signaling a specific type of situation that is transmitted to a Call Center for response via the Hosted Software.
- b. “**Call Center(s)**” means a central monitoring station that receives and responds to an Alarm for Customer as more fully set forth below.
- c. “**Call List**” means the list of names, with corresponding telephone numbers and email addresses, of those persons in the order Customer wishes to receive notification of Alarms which must be created, and updated by Customer from time to time, via the Hosted Software.
- d. “**First Responder(s)**” means the entity (e.g., fire department, police department) that is contacted by the Call Center to respond to an Alarm received at the Call Center.
- e. “**Monitoring Services**” means the automated Alarm transmission functionality enabled by the Software that, when triggered, transmits an Alarm to the Call Center for a response, as more fully described in the Documentation. The Monitoring Services are deemed to be a Product under the Agreement.
- f. “

#### 2. Monitoring Services.

- a. In order to use the Monitoring Services, Customer must: (i) purchase a License for each location at which Monitoring Services will be provided (a “**Monitoring License**”); and (ii) enable the “Emergency Dispatch” toggle within the Hosted Software, as more fully described in the Documentation.
- b. For each Alarm transmitted through the Hosted Software, the Call Center will respond in accordance with its internal operating procedures, and only if warranted in the sole discretion of the Call Center. Not all Alarms require notification to First Responders. If the video verification settings are set to 'Normal Mode' (as described in the Documentation), the Call Center may not notify the individuals on the Call List if it is unable to determine a threat to person or property, including because Call Center cannot discern a threat from the video provided or it is unable to access video of the trigger event. Once dispatched, the Call Center may be unable to recall First Responders.
- c. In the event of notification to Customer, the Call Center will call the person(s) named in the Call List, in the order set by Customer. Receipt by Customer of any form of notification provided by the Call Center pursuant to the Call List, is deemed compliance with the notification obligation hereunder, which notice may include SMS or voice mail message.
- d. If video or audio Alarms are received at the Call Center, the Call Center will monitor such video or sound in accordance with its internal operating procedures, and for so long as the Call Center, in its sole discretion, deems appropriate.

#### 3. Customer’s Obligations.

- a. Customer (or a properly licensed installer selected by Customer) is responsible for installation (including the design of such installation), maintenance, service, repair, inspection and testing of the Products. Once installed, it is Customer’s responsibility (or a properly licensed installer selected by Customer) to configure its Products in order to enable the Monitoring Services, including by creating and maintaining appropriate Trigger and Response Actions via the Hosted Software (i.e., by creating an “Alarm Address” within Customer’s account in the Hosted Software

and configuring it in Customer's discretion). Monitoring Services will be provided only if the Hardware Products have been configured to transmit Alarms to the Call Center by means of the foregoing.

- b. Customer is responsible, at Customer's sole expense, for supplying all systems, and incidental functionality (e.g., high-speed Internet access, IP Address and or wireless services, all 110 Volt AC power), necessary to operate the Products at Customer's premises.
- c. Once delivered, the Hardware Products are in the possession and control of Customer, and it is Customer's sole responsibility to regularly test the operation of its Products. Verkada does not design installations, install, inspect, maintain, service, repair, or test Products for Customers.
- d. Customer is responsible for obtaining and maintaining all licenses, registration and permits for the Products and Monitoring Services, including those required by the Customer's local government, necessary to use the Products as contemplated under this Alarms Addendum in compliance with applicable laws and regulations.

#### 4. **Monitoring Services Exclusions.**

- a. Except for the systems under its control that Verkada uses to make the Hosted Software available, Alarms are transmitted over third party communication networks beyond the control of Verkada and are not maintained by Verkada. Verkada will not be responsible for any failure by such third-party networks which prevents transmission of Alarms from reaching the Call Center or any damages arising therefrom.
- b. Verkada will have no liability for permit fees, false alarms, false alarm fines, the manner in which First Responders respond, any response delays caused by the First Responders, the failure of First Responders to respond, or the manner in which Alarms are handled by the Call Centers or First Responders.
- c. Verkada makes no representation that any aspect of the Products meets code requirements or constitute an alarm system, burglar alarm system, fire alarm system, CCTV system, access control system or other electronic security system, as those terms are defined under the applicable laws of the jurisdictions in which Customer uses the Products.
- d. Verkada is not a Call Center and does not provide the services of a Call Center. Verkada does not respond to an Alarm, notify, or attempt to notify the persons named in the Call List, request dispatch of First Responders, or other agents to Customer's premises to investigate or verify an Alarm. The portion of the Monitoring Services performed by Verkada is strictly limited to Verkada's automated signal and data retransmission software, receivers, and related components, routing Alarms generated from the Products at Customer's premise via a third-party network to a Call Center for response. The Customer is not contracting with Verkada to provide the services of the Call Center. Verkada and the Call Center are independent and unrelated entities, and there is no subcontractor, employer or employee, master or servant, joint venture, partnership, or contractual relationship between them.

5. **Suspension & Termination.** Verkada may, without prior notice, suspend or terminate the Monitoring Services, in Verkada's sole discretion, in the event of: (a) a Force Majeure Event which renders any aspect of the Monitoring Services inoperable or impractical; (b) Customer defaults in its performance obligations under the Agreement or use of the Products in a manner that violates any applicable law or any third party right of privacy; (c) Call Center's facilities or communication networks are nonoperational; (d) Customer causes the Products to transmit excessive false alarms, runaway signals, or otherwise unreasonably overburdens either Verkada's systems or the Call Center's systems; or (e) Customer fails to provide accurate information within the Call List or fails to properly update the Call List.

6. **No Representations or Warranties.** Verkada makes no representation or warranty, whether express or implied, that the Products including the Monitoring Services will prevent any loss, damage or injury to any person or property, whether by reason of burglary, theft, hold-up, fire or any other cause, or that the Products will in all cases provide the protection for which they are installed or intended. Monitoring Services are not error-free. Verkada is not an insurer, and Customer assumes all risk for loss or damage to Customer's premises, contents, business interruption, or persons on or around the premises. Customer's sole remedy for Verkada's breach of this Exhibit B is to require Verkada to replace the non-operational Products as set forth in Section 3.2 of the Agreement.

THE ABOVE EXCLUSIONS WILL NOT APPLY, IF THE GOVERNING LAW WHERE THE CUSTOMER'S PREMISE IS LOCATED PROHIBITS THE EXCLUSION OF IMPLIED WARRANTIES.

7. **Indemnity**. In addition to Section 10.2 of the Agreement, to the fullest extent permitted by governing law, Customer will indemnify, defend, and hold harmless Verkada Indemnitees from and against any Claim (including reasonable attorney's fees, court costs, fees associated with investigations, or fees or fines relating to permits or false alarms) arising from Customer's use of the Monitoring Services or its performance, or failure to perform, its obligations under this Exhibit B.
8. **Exculpatory Clause**.
  - a. To the fullest extent permitted by governing law, Verkada will not be liable for any loss or damage sustained by Customer caused or contributed by the performance, or failure of performance, of the Monitoring Services under this Exhibit B, even if caused or contributed by any negligence of any kind or degree of the Call Center, Verkada, or any other third-party, except for Verkada's gross negligence in states that do not permit the exculpation of liability for gross negligence, recklessness and willful misconduct.
  - b. IN THE EVENT THAT THE EXCULPATORY CLAUSE IS NOT ENFORCEABLE UNDER THE GOVERNING LAW WHERE THE CUSTOMER'S PREMISES IS LOCATED, THE LIMITATIONS OF LIABILITY IN SECTION 11 OF THE AGREEMENT SHALL GOVERN AND CONTROL.
9. **Insurance**. Customer must maintain a policy of General Liability and Property Insurance for liability, casualty, fire, theft, and property damage and, upon request, will ensure that Verkada is named as additional insured, and which shall on a primary and non-contributing basis cover any loss or damage related to Customer's use of the Products. Customer assumes all potential risk and damage that may arise by reason of failure of the Products, and Customer will look to its own insurance carrier for any loss or assume the risk of loss. Verkada will not be responsible for any portion of any loss or damage which is recovered or recoverable by Customer from insurance covering such loss or damage or for such loss or damage against which Customer is indemnified or insured. Customer and all those claiming rights under Customer policies waive all rights against Verkada and its subcontractors for loss or damages caused by perils intended to be detected by the Products or covered by insurance to be obtained by Customer, except such rights as Customer or others may have to the proceeds of insurance.
10. **Conflict Resolution**. In the event of any conflict, discrepancy, or inconsistency between the terms of the Agreement and this Exhibit B, the terms of this Exhibit B will govern and control.



## **Evaluation Committee Report**

### **RFP #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**

#### **Description of Solicitation**

The Cooperative Purchasing Connection (CPC) issued a Request for Proposal (RFP) for Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions on October 3, 2022. The solicitation intends to secure a qualified vendor/s equipped with the necessary resources and capabilities to develop a purchasing program for participating agencies. Participating agencies are seeking the ability to purchase from a broad line of quality digital security cameras, intrusion and weapon detection systems, and door access control systems at consortium-level discounted pricing. In addition, storage, equipment, hardware, and installation services are also requested for a complete turn-key solution.

#### **Summary of Evaluation Committee Activity**

Responses to the RFP were due at 10 a.m. CT on November 1, 2022. Nine (9) proposals were received by the submission deadline. Proposals were reviewed for compliance with the mandatory requirements outlined in the RFP.

Six (6) proposals were found to be compliant and deemed responsive include: Affinitech Inc., All State Communications, Asset Management Systems dba USA Security, Autoclear, LLC, Marco Technologies, LLC, and Okos, Inc. Three (3) proposals were deemed non-responsive, they include CEIA USA, Garret Metal Detectors, and IT Outlet, Inc.

Members of the Evaluation Committee included Cindy Ehlers, Administrative Director at South Central Service Cooperative; Jerome Evans, Program Representative at Cooperative Purchasing Connection; and Matt Holtberg, IT Coordinator at Lakes Country Service Cooperative.

The Evaluation Committee conducted its evaluation and proposed recommendation on November 15, 2022.

#### **Evaluation Scoring Results**

Refer to Exhibit A, Master Score Sheet.

#### **Evaluation Committee Discussion & Overview**

Upon review of the Vendors' responses, the Evaluation Committee agreed on the following:

##### **Affinitech Inc.**

1. The Vendor's assigned account manager is someone who is familiar with CPC and how CPC operates and markets their contracts. This would be of benefit to engage in collaborative partnership, marketing initiatives, training opportunities, etc.
2. The Vendor offers an online ordering tool. This tool would be of interest for CPC clients that need quick product/part replacement without the need to go through a sales representative that may be offsite or

working with another client. This would also be of benefit to agencies that have staffing to do a lot of work on their own.

3. The Vendor has a 40,000 square foot warehouse that holds their most popular products and can be used for projects, service, and direct material ordering. With product that does not change as quickly at the rate of other technology, having stock and quick ship options is a plus for CPC agencies.
4. The Vendor currently supports clients across the United States and are willing to support all of tri-state area as well as Wisconsin under this contract. Offering additional flexibility and willingness to sell in other states with an awarded contract.
5. The Vendor offers a full suite of manufacturers and products to deploy including video, intrusion, access control systems, cloud storage, cameras, body cameras, cabling, software, controllers, etc.
6. The Vendor has the ability to create and customize APIs for integration between multiple platforms, which is usually uncommon. The committee felt this service shows the Vendor has an advanced level of capability for customer/product support and integration. It also shows the company's willingness to meet the customers needs when utilizing another system/solution that may have been originally installed and is seeking enhancements.
7. The Vendor offers a One-Year Installation warranty on all installed systems. The warranty covers craftsmanship and programming issues that are not as they are described in the scope of work. Travel time is not incurred if the service issues is deemed failing under the One-Year Installation warranty.
8. The Vendor provides the broadest selection of security manufacturers with its proposal with discounts ranging from 7-33% off MSRP/list price. A total of 18 manufacturers were proposed, 12 of those being unique to the Vendor response.
9. The Vendor had the best overall market basket pricing when match/like products were compared against other qualified vendors, other technology contracts and Amazon. The Vendor won pricing comparisons on Axis Communication, Hanwha/Wisenet, and HID named products.

#### **All State Communications**

1. The Vendor is a subsidiary of Arvig Enterprises, predominately known for its full range of services to support voice and data applications. The Vendor itself specializes in provide low voltage cabling, voice/data networks, security systems, paging, fire alarm, CCTV, and fiber optics.
2. The Vendor is willing to support and service Minnesota, North Dakota, and South Dakota.
3. The Vendor has a substantially large installation and field personnel. Technicians and satellite offices are located across the state of Minnesota and one (1) in North Dakota which helps minimize travel time to customer sites. Evaluation Committee members noted seeing the Vendor's fleet vehicles out an about all over the state, completing projects and marketing the company.
4. The Vendor has two (2) warehouses with inventory of major project materials and components. The warehouses allow personnel to pre-stage the project prior to final delivery and installation.
5. The Vendor has a strong presence in MASMS in Minnesota and a strong presence at conferences and available when training opportunity exists.
6. The Vendor seems to work with less types of systems, given by lead times and the mention of manufacturers in their technical response.
7. The Vendor spends a majority of their time in a design/build process with clients. The Vendor tends to work within the system they provide versus the system (integrating) that a customer may already have. The committee felt this could become worrisome for larger clients who have invested significant dollars into their security infrastructure.
8. The Vendor has a smaller installation team, but all installers are low-voltage certified.
9. The Vendor has a one-year parts and labor warranty included on all purchases.
10. The Vendor provided the second largest selection of security related manufacturers with discounts ranging between 5-32% off MSRP/list price. 16 total manufacturers were proposed, 7 of those are unique to the Vendor's proposal.
11. The Vendor has the best overall market basket pricing when match/like products were compared against other qualified vendors. The Vendor won pricing comparisons on AVA, Bogen, and Evolv/Motorola solutions. The Vendor was competitive and aggressive with Avigilon pricing.

**USA Security**

1. The Vendor is a family-run business founded in 2003. The Vendor is focused on emerging technology and providing customizable solutions tailored to the end-user and their needs.
2. The Vendor completed 45 projects in 2022; 75% in Minnesota, and the remaining 25% occurred in 13 different states.
3. The Vendor is a MASMS member and has participated in other vendor-related conferences. The Vendor does not have a dedicated marketing staff nor plans to hire one.
4. The Vendor plans to continue its sales focus on Minnesota, Iowa, western Wisconsin, eastern South Dakota, and eastern North Dakota.
5. The Vendor's response indicated a primary focus and reference to video systems more than access control solutions. The Vendor's security solutions are trending toward cloud-hosted solutions versus the traditional on-premise options.
6. The Vendor offers a 90-day craftsmanship warranty on all field labor, regardless of geographic location.
7. The Committee has a concern regarding the stipulations/exceptions being requested. If warranted, only new projects would be subject to administrative fees.
8. The Vendor proposed seven (7) different security manufacturers, three (3) manufacturers unique to the Vendor.
9. The Vendor proposed five (5) manufacturers that other Vendors proposed. A price comparison indicated that the Vendor provided the lowest discount on four (4) of the five (5) manufacturers. The fifth manufacturer's discount matched that of another Vendor.

**Autoclear, LLC**

1. The Vendor is a relatively small company based out of New Jersey, founded in 1938, and is the original equipment manufacturer of x-ray machines.
2. The Vendor shows a focus on city/county and possibly large school districts for sales opportunities. The Vendor has sales in South Dakota with potential for growth in Minnesota and North Dakota. The committee feels that there may be an opportunity for growth inside and outside the tri-state.
3. The Vendor has attended trade shows, none in the tri-state area.
4. The Vendor has developed its own Linux operating system which has fewer issues with updates.
5. The Vendor focuses on its core and ancillary products.
6. The Vendor can provide remote/cloud viewing services with their solutions.
7. The Vendor builds all machines to order and meets all applicable Universal Commercial Codes. The products are built to NSA Standards for the Department of Defense (DoD). The Vendor is ISO Certified.
8. The Vendor proposed 12 SKUs. Three (3) SKUs were compared to the Vendor's GSA Schedule; the pricing offered to CPC was better than the GSA Schedule.
9. The Vendor is including shipping in their proposal. Shipping is not included in the GSA Schedule.

**Marco Technologies, LLC**

1. The Vendor is the largest company to respond to the RFP. The Vendor has over 21,500 clients served nationally with 44 locations and averages security sales to 400 organizations per year. 25% of security sales in the last year occurred in the tri-state area.
2. The Vendor is well established and has a coordinated team directed toward sales, marketing, and growth opportunities.
3. The Vendor provides a streamlined strategy for account manager training on a resulting contract.
4. The Vendor has a limited manufacturer offering and relies heavily on its partnership and background with Avigilon and its suite of products.
5. The Vendor's response to each solution requested in the RFP provides a detailed narrative of the product and solution to meet customer needs.
6. The Vendor provides a dedicated security team to develop, engineer, and design security solutions.
7. The Committee has some concern regarding support service and warranty after installation, including labor.
8. The Committee has some concern regarding support service and warranty after installation, including labor.
9. The Vendor proposed three (3) manufacturers in their proposal; 2 manufacturers are unique to the Vendor. The Committee has some concern regarding support service and warranty after installation, including labor.
10. The Vendor's service rates are competitive with other vendors.

11. The Vendor is offering an additional volume of up to 10% on orders starting at \$150,000. Discounts will be determined on a case-by-case basis.

**Okos Inc.**

1. Upon review of the Vendor’s technical response, the company was established in 2019. The Vendor does not meet CPC’s requirement of having a minimum of five (5) years of experience as outlined in the RFP under Vendor Qualifications. The Vendor no longer qualifies for further evaluation.

**Recommendation**

After analysis of the Vendors’ proposals, the Evaluation Committee recommends that contracts be awarded to Affinitech Inc., All State Communications, Autoclear, and Marco Technologies.

The recommendations and awards are subject to final review by CPC Administration and approval by the Board of Directors.

DocuSigned by:  
*Cindy Ehlers*  
C52F2A9759254B6...

---

Cindy Ehlers, Administrative Director  
South Central Service Cooperative

DocuSigned by:  
*Jerome Evans*  
D76B5DE7CED34A5...

---

Jerome Evans, Program Representative  
Cooperative Purchasing Connection

DocuSigned by:  
*Matt Holtberg*  
64926132F47C424...

---

Matt Holtberg, IT Coordinator  
Lakes Country Service Cooperative

DocuSigned by:  
*Lisa Truax*  
9AB8C86EB0B9422...

---

Lisa Truax, Procurement Solutions Coordinator  
Cooperative Purchasing Connection

1 Attachment/Exhibit A  
Master Score Sheet

cc: Procurement File

**Exhibit A****Master Score Sheet**

		Affinitech	All State Communications	USA Security	Autoclear	Marco Technologies	Okos
Criteria	Possible Points	Points Awarded	Points Awarded	Points Awarded	Points Awarded	Points Awarded	Points Awarded
<b>Technical Approach</b>							
Company Information							
Qualifications & Experience							
Marketing & Partnership	<b>45</b>	35	39	28	35	40	DNQ
Financials & Level of Support							
Industry Specific Information							
References							
<b>Pricing</b>							
Service Territory							
Security Cameras and Detection							
Support Services/Installation	<b>55</b>	45	45	25	45	40	DNQ
Volume Discounts							
Market Basket Comparison							
Industry Competitiveness							
<b>Total Score</b>	<b>100</b>	<b>80</b>	<b>84</b>	<b>53</b>	<b>80</b>	<b>80</b>	<b>0</b>

**RFP #23.3 - Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions**  
**Reference Check Survey Results**

Reference Questions	Affitech References	All State Communications	USA Security	Marco Technologies	Oikos						
Has your agency purchased security	Yes	Yes	Yes	Yes	No						
Person Completing This Survey, include: Name Title Agency/Company Email Address Phone Number	Chris Lindquist; Director of Community Education, St. Francis Area Schools; chris.lindquist@isd15.org; 763-753-7048	Wade Hiller Technology Coordinator Luverne Public School 709 N. Kniss Luverne, MN 56156 507-283-8088	Reid Thiesse Director of Buildings and Grounds ISD 181 - Brainerd Public Schools reid.thiesse@isd181.org 218-454-6906	Alan Wilczek Facilities Services Director Wright County alan.wilczek@co.wright.mn.us 763-682-7382	Nick Sisterman Capitol Projects Manager Dakota County CDA nsisterman@dakotacda.org	Jody Lechner IT City of Waconia 952-442-2184	Rachael Johnson Director, Guest Experience & Security rjohnson@wild.com 651.602.5731	Jeff Jenson, Director of IT, GSL Public Schools, JJenson@gsl.k12.mn.us, (320) 864-2407	Jeff Rerick Director of Technology/CTE Mandan Public Schools Jeff.Rerick@msd1.org 701-751-6500	Shawn Strong IT/GIS Director City of Brainerd MN sstrong@ci.brainerd.mn.us 218-828-2307	Tina Smith Director of Business Relations Greenbush tina.smith@greenbush.org 620.724.6281
Did the vendor and their staff meet your agency/company's requested needs?	Yes	Yes	Yes	Yes	New contract						
Has the vendor's performance been consistently thorough, acceptable, and	Yes	Yes	Yes	Yes	New contract						
Did the Vendor respond to your agency/company's needs in a timely	Yes	Yes	Yes	Yes	New contract						
Have or were there any problems with	No;	No;	No;	No;	No;						
Please describe the problems encountered with this Vendor's work or conduct.	N/A	No problem with work or conduct. Just waiting on door hardware parts.	There were no issues with the vendors work. If there were they were discussed and reconciled in a timely manner.	No problems	I have had none.	No. There were no issues with US. They are very thorough and did a great job.	N/A	N/A	N/A	Nothing out of the ordinary - supply chain, change orders, etc	New contract
Was the attitude of the Vendor and their	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Please describe the attitude of the											
Were there any disputes regarding their	No	No	No	No	No	No	No	No	No	No	No
Please describe the(se) disputes with the											
Would you have for any reason to not contract with this Vendor in the future	No	No	No	No	No	No	No	No	No	No	No
Please rate the Vendor's overall job	5	5	4	5	5	5	5	5	5	5	5
Other Comments....		The biggest problem we have is the industry itself. Hardware parts for doors has been a major problem. We have been waiting for 3 years for some door hardware parts. Once we				Great vendor. would recommend.	I love USA Security. I have partnered with them for about 3 years. They are very responsive and helpful for all needs.	Outstanding!!!			Lisa - this is a newly contracted vendor for Greenbush.

## 23.3 Evaluation - Pricing Analysis Summary

Description	Affinitech, Inc.	All State Communications	USA Security	Autoclear	Marco Technologies	Okos
<b>1- Service</b>	Product & Installation	Product Only Product & Installation Will not provide installation only.	Product & Installation	Product & Installation	Product Only Product & Installation Will not provide installation only.	Product Only Installation Only Product & Installation
<b>1- Territory Proposed to Service/Sell</b>	Minnesota, North Dakota, and South Dakota	Minnesota, North Dakota, and South Dakota	Minnesota - full coverage. North Dakota - partial coverage South Dakota - partial coverage	Minnesota, North Dakota, and South Dakota	Minnesota, North Dakota, and South Dakota	Minnesota, North Dakota, and South Dakota
<b>1- Category Discount</b>  Unique - not proposed by another vendor.	18 total manufacturers proposed.  12 unique manufacturers; 7 manufacturer matches amongst other respondents. See tab 1- Manufacturer.  Discounts off MSRP guaranteed for 2 years (contract term).  <b>Axis Communication - 12%</b> <b>Hanwha - 33%</b> ☑ BCD Servers - 12%☑ Bosch - 24%☑ <b>Aiphone - 10%</b> ☑ <b>HID - 30%</b> ☑ Siklu - 7%☑ Brivo - 7%☑ Pivot 3/Quantum - 7%☑ Eagle Eye - 7%☑ Arcules - 10%☑ <b>Bogen - 10%</b> ☑ Briefcam - 10%☑ Milestone - 15%☑ Netgear - 7% ☑ <b>Evolv - 7%</b> <b>Halo - 10%</b> ☑ Seneca Servers - 12%	16 total manufacturers proposed.  7 unique manufacturers; 7 manufacturer matches amongst other respondents. See tab 1- Manufacturer.  Discounts off MSRP.  <b>Avigilon: Access Control, Video Management, Weapons Detection, Video Intercom - 25%</b> Lenel - 20% S2 - 30% <b>Halo - 25%</b> <b>Hanwha Techwin America - 32%</b> <b>Axis Communications - 5%</b> Salient Systems - 20% Exacq Vision - 20% <b>Aiphone - 15%</b> Edwards - 30% <b>Bogen Communications - 20%</b> DMP - 20% <b>HID/Fargo - 25%</b> Schlage/HES - 25% Raceway/Outlets/Fittings - 20% Cable/Wire - 20%	7 total manufacturers proposed.  3 unique manufacturers; 3 manufacturer matches amongst other respondents. See tab 1- Manufacturer.  Discounts off MSRP.  <b>Avigilon: Video and Access Control - 15%</b> AVA - 15% <b>Verkada: Video, Access Control, Intrusion Detection, Environmental Sensors - 7.5%</b> RS2 - 15% OpenPath - 15% <b>Evolv - 15%</b> <b>HALO - 12.5%</b>	Original equipment manufacturer.  Completely unique offering when compared to other respondents.  Discounts off MSRP.  Autoclear - 38%, except model 4535 is 35% off. AutoMatAlert - 14% Hardware Accessories - 14% Artificial Intelligence (shape recognition) - 14%  Autoclear X-ray scanners, roller tables for entry and exit end of machine, AutoMatAlert (computer assistance which circles possible threats, AI Threat Assist, Artificial Intelligence which identifies threats by their shape.  Quoting GSA contract.	3 total manufacturers proposed.  2 unique manufacturers; manufacturer match amongst other respondents.  Discount off MSRP.  <b>Avigilon: Video Security and Door Access Control - 30%</b> Motorola - 30% Meraki - 45%  All licensing needed for the equipment above is included at the same discount level as the equipment.	3 total manufacturers proposed.  1 unique manufacturer; 1 manufacturer match amongst other respondents.  Discount from posted MSRP at time of PO.  <b>Axis Communications - 8.1%</b> Tiandy - 18.1% <b>Verkada - 25.2%</b>
<b>2.A- Camera Intrusion</b>	6,886 SKUs provided/proposed.  Manufacturers applicable and proposed under to 2.A include: Axis Communication, Bogen, Bosch, Brivo/Eagle Eye, Hanwha/Wisenet, Milestone, Netgear, and Seneca.	7,191 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.A include: Avigilon, Axis, DMP, Exacq, Hanwha, and Salient.	2,074 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.A include: AVA, Avigilon, Evolv/Motorola, and Verkada.	12 SKUs provided/proposed.  Weapons detection focused; x-ray scanner machines.  OEM - Autoclear.	1,482 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.A include: AVA, and Avigilon.	341 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.A include: Axis, Tiandy, and Verkada.
<b>2.B- Door Access Control</b>	9,891 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.B include: Brivo/Eagle Eye, HID, Open Options.	3,400 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.B include: Avigilon, Lenel, and S2.	1,491 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.B include: OpenPath, RS2, and Verkada.	No Bid.	1,571 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.B include: Avigilon.	260 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.B include: Axis and Verkada.
<b>2.C- Value Added Product</b>	477 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.C include: Bogen and Halo.  *Aiphone, Siklu, Pivot 3, Briefcam, and Arcules are pending MSRP lists from the manufacturer (will not be considered in this analysis).	5,835 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.C include: Aiphone, Bogen, and Edwards.	2 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.C include: HALO and Verkada.	No Bid.	3,763 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.C include: Meraki	812 SKUs provided/proposed.  Manufacturers applicable and proposed under 2.C include: Axis, Tiandy, and Verkada.

<p><b>2- Pricing Market Basket Comparison</b></p> <p>See 2- Pricing MB for additional details.</p> <p>*When comparing total purchase price of the market basket (like/match) items, assume one (1) unit is purchased of each.</p>	<p><b>AXIS</b> - 38 products were compared between Affinitech (12%), All State (5%), and OKOS (8.1%). Total purchase price:  <u>Affinitech \$111,524.16</u>  OKOS \$116,466.71  All State \$120,395.40</p> <p>23 items were compared to the current CDWG (AEPA 022) contract. CDWG was the highest priced on all products. Total purchase price:  <u>Affinitech \$44,014.96</u>  OKOS \$45,965.62  All State \$47,516.15  CDWG (AEPA) \$50,661.99</p> <p>10 items were compared to Amazon Business pricing on 11/11/2022, Amazon was the highest priced. Total purchase price:  <u>Affinitech \$9,574.40</u>  OKOS \$9,998.72  All State \$10,336  CDWG (AEPA) \$11,067.01  Amazon Business \$13,169.98</p> <p><b>BOGEN</b> - see notes under All State.</p>	<p><b>AVA</b> - All State (25%) had better pricing on all seven (7) match items found between All State and USA Security (15%).</p> <p><b>AVIGILON</b> - see notes under Marco Technologies.</p> <p><b>AXIS</b> - see notes under Affinitech.</p> <p><b>BOGEN</b> - 17 items were compared between All State (25%) and Affinitech (10%). Total purchase price:  <u>All State \$22,642.61</u>  Affinitech \$27,171.16</p> <p>Six (6) items were compared o the CDWG (AEPA 020) contract. CDWG was the <b>lowest priced</b> when compared to All State and Affinitech. Total purchase price:  <u>CDWG \$2,637.37</u>  All State \$3,779.92  Affinitech \$4,535.92</p>	<p><b>AVA</b> - USA Security was the highest priced on product matches when compared to All State and Marco Technologies.</p> <p>USA Security's pricing was better on 4 of 5 match items when compared with the current CDWG (AEPA 022) contract.</p> <p><b>AVIGILON</b> - see notes under Marco Technologies.</p>	<p>Three (3) products were compared to the GSA Schedule (GS-07F-184GA) held by Autoclear. Pricing offered to CPC is better than the price on the GSA schedule.</p> <p>Shipping is also included in Autoclear's offer to CPC, where it is not included in the GSA schedule.</p>	<p><b>AVA</b> - Marco Technologies (30%) had better pricing on all 19 match items found between Marco and USA Security (15%).</p> <p>Pricing from Marco was better on the five (5) match items when compared to the current CDWG (AEPA 022) contract.</p> <p><b>AVIGILON</b> - 33 products were compared between All State (25%), USA Security (15%), and Marco Technologies. (30%). Total purchase price is:  <u>Marco \$59,882.56</u>  All State \$64,159.89  USA Security \$69,674.04</p>	<p><b>AXIS</b> - see notes under Affinitech.</p>
<p><b>2- Pricing Market Basket Comparison (continued)</b></p> <p>See 2- Pricing MB for additional details.</p> <p>*When comparing total purchase price of the market basket (like/match) items, assume one (1) unit is purchased of each.</p>	<p><b>HANWHA</b> - 25 items were compared between Affinitech (33%) and All State (32%). Total purchase price:  <u>Affinitech \$124,520.17</u>  All State \$126,378.68</p> <p><b>HID</b> - 22 items were compared between Affinitech (30%) and All State (25%). Total purchase price:  <u>Affinitech \$15,094.54</u>  All State \$16,172.72</p>	<p><b>EVOLV/MOTOROLA (AVIGILON)</b> - 13 items were compared between All State (25%), USA Security (15%), and Marco (15%). Total purchase price:  All State \$234,985.50  USA Security/Marco \$266,316.90</p> <p><b>HANWHA</b> - see notes under Affinitech.</p>	<p><b>EVOLV/MOTOROLA (AVIGILON)</b> - see notes under All State.</p> <p><b>VERKADA</b> - see notes under OKOS.</p>		<p><b>EVOLV/MOTOROLA (AVIGILON)</b> - see notes under All State.</p>	<p><b>VERKADA</b> - 12 items were compared between OKOS (25.2%) and USA Security (7.5%). Total purchase price:  <u>OKOS \$16,778.94</u>  USA Security \$21,409.46</p> <p>10 items were compared to the CDWG (AEPA 022) contract. CDWG was the highest priced on all items compared. Total purchase price:  <u>OKOS \$14,578.72</u>  USA Security \$18,611.21  CDWG \$19,421.83</p>

<p><b>3- Support Services</b></p> <p>See 3- Support Services for more detail.</p>	<p><b>Design &amp; Assessment</b> - included. The below are subject to \$96 per diem charge and \$0.63 mileage charge. Volume discounts will apply.</p> <p><b>Installation</b> (per hour) - \$110 for low voltage, \$115 for devicing and project management, and \$150 for programming and training/turnover.</p> <p><b>Extended Warranty</b> - discounted 1.25% of project for full system support/warranty extending past 1 year labor and product.</p> <p><b>Training</b> (per hour) - \$115 discounted for initial/subsequent training.</p> <p><b>Maintenance Support</b> (per hour) - discounted \$110 discounted for Level I, \$150 for Level II and Config./Program., and \$225 for Level III support.</p> <p><b>Other Services</b> (per hour) - varying prices for standard (remote/onsite) \$120-\$250, emergency services \$192-\$400, and after hours, weekend and holiday service \$180-\$375. *not subject to volume discounts.</p>	<p><b>Design &amp; Assessment/Extended Warranty/Training/Maintenance Support/Other Services</b> (per hour) - discounted rates of \$115 for standard hours, \$172.50 for weekday evening, and \$230 weekend/holiday.</p> <p>The above ^ are all subject to \$1.50 mileage charges (per mile) and <u>no</u> per diem.</p> <p><b>Installation</b> (per hour) - discount rates of \$105 for standard hours, \$157.50 for weekday evening, and \$210 for weekend/holiday.</p>	<p><b>Design &amp; Assessment</b> - included. RFP Design On-Site is a discounted rate of \$145 per hour. *Mileage for this service would be charged as time, not distance.</p> <p><b>Installation</b> (per hour) - discounted rate of \$145 for sites within 1 hour of Eden Prairie, MN. \$165 for sites over 1 hour from Eden Prairie, MN. *Mileage for this service would be charged as time, not distance.</p> <p><b>Extended Warranty</b> - discounted 0.09% of project, monthly.</p> <p><b>Training</b> (per hour) - admin and operator included. Secondary training discounted at \$145 (remote).</p> <p><b>Maintenance</b> (per hour) - discounted \$145 for remote/scheduled service, \$200 for next day, and \$275 for emergency. Mileage for drive time.</p>	<p><b>Design &amp; Assessment/Installation</b> (site survey/training) - \$100 flat rate, discounted from \$1,000.</p> <p><b>Extended Warranty</b> - all parts, labor, travel, and includes annual radiation survey and PM, discounted to flat rate of \$4,300</p> <p><b>Training</b> - onsite training for x-ray safety, contents analysis, and threat resolution, a flat rate of \$1,000.</p> <p><b>Maintenance</b> (per hour) - 4 hour minimum at \$165 for time and materials for machines not covered under warranty and maintenance agreement. *subject to actual per diem and mileage charges.</p>	<p><b>Design &amp; Assessment</b> (per hour) - discounted Engineering services of \$150.</p> <p><b>Installation/Extended Warranty</b> (per hour) - discounted rates of \$125 for installation, \$150 for programming and project management.</p> <p><b>Training/Maintenance</b> (per hour) - discounted rate of \$125.</p> <p>The above^ are subject to a \$150 per day per diem depending on location.</p>	<p><b>Design &amp; Assessment</b> (per hour) - discounted rate of \$45 for security and door access design.</p> <p><b>Installation</b> (per hour) - discounted rate of \$200 and \$0.38 per mile fee.</p> <p><b>Extended Warranty</b> (per hour) - discounted \$200 manufacturer on-site services. *subject to warranty requirement. Online or call-in support is included.</p> <p>Training (per hour) - discounted \$45 for training beyond basic manufacturer training.</p> <p><b>Maintenance</b> (per hour) - discounted \$35 for online and call-in support, \$200 for onsite support which is subject to \$0.38 per mile.</p> <p>Volume discounts apply to all the above^ except for Extended Warranty services.</p>
<p><b>4- Volume Discount</b></p>	<p>Yes</p> <p>.5% on orders from \$50,001 - 250,000 1% on orders from \$250,001 - 500,000 1.5% on orders above \$500,001</p>	<p>Yes</p> <p>1% on materials \$125K - \$250K 2% on materials \$250K+  1% on labor \$125K - \$250K 2% on labor \$250K+</p>	<p>Yes</p> <p>1% on orders \$100K - \$199K 3% on orders \$200K - \$499K 5% on orders \$500K+</p>	<p>Yes</p> <p>Models 4525, 5333-90, 5333-160, 6040 - negotiated discount on all models when buying 5+ machines.</p>	<p>Yes</p> <p>Up to 10% on orders \$150K - \$500K, determined on a case by case basis.</p>	<p>No</p> <p>Proposal includes their best pricing.</p>

<b>2A-2C Manufacturers</b>	<b>Affinitech, Inc.</b>	<b>All State Communications</b>	<b>USA Security</b>	<b>Autoclear</b>	<b>Marco Technologies</b>	<b>Okos</b>
Aiphone	10%	15%				
Avigilon		25%	15%		30%	
AVA (Avigilon)		25%	15%		30%	
Axis Communications	12%	5%				8.10%
Bogen Communications	10%	20%				
Evolv/Motorola/Avigilon	7%		15%		30%	
HALO	10%	12.50%	12.50%			
Hanhwa	33%	32%				
HID	30%	25%				
Verkada			7.5%			25.2%
<b>Unique Manufacturers</b>	<b>12</b>	<b>7</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>1</b>
	Arcules	DMP	AVA	Autoclear	Meraki	Tiandy
	BCD Servers	Edwards	OpenPath			
	Bosch	Exacq Vision	RS2			
	Briefcam	Lenel				
	Brivo	S2				
	Eagle Eye	Salient Systems				
	Milestone	Schlage/HES				
	Netgear					
	Pivot 3/Quantum					
	Seneca Servers					
	Siklu					

Manufacturer	Manufacturer SKU	Vendor SKU	Affinitech, Inc.			All State Communications			USA Security			Marco Technologies			OKOS			CDWG	Amazon Busin	GSA Schedule	GSA Schedule	
			MSRP List Price	Bid Discount	Net Price To Member	MSRP List Price	Bid Discount	Net Price To Member	MSRP List Price	Bid Discount	Net Price To Member	MSRP List Price	Bid Discount	Net Price To Member	MSRP List Price	Bid Discount	Net Price To Member					AEPA 022
Autoclear	6040DVS	6040DVS																	\$	23,738.04	<a href="https://www.gsaad">https://www.gsaad</a>	
Autoclear	5333-160DVS	5333-160DVS																	\$	18,546.28	age.gov/advantage/ws/	
Autoclear	5333-90DVS	5333-90DVS																	\$	16,619.12	age.gov/advantage/ws/	
AVA	360-B	360-B							\$	849.00	15.0%	\$	721.65	\$	849.00	30%	\$	594.30				
AVA	360-B-60	360-B-60							\$	1,999.00	15.0%	\$	1,699.15	\$	1,999.00	30%	\$	1,399.30				
AVA	ACC-CRN-BRA-B	ACC-CRN-BRA-B							\$	66.00	15.0%	\$	56.10	\$	66.00	30%	\$	46.20	\$	60.94		
AVA	ACI-INT-1Y	ACI-INT-1Y							\$	879.00	15.0%	\$	747.15	\$	879.00	30%	\$	615.30	\$	672.45		
AVA	ACI-INT-3Y	ACI-INT-3Y							\$	2,639.00	15.0%	\$	2,243.15	\$	2,639.00	30%	\$	1,847.30				
AVA	ACI-INT-5Y	ACI-INT-5Y							\$	4,399.00	15.0%	\$	3,739.15	\$	4,399.00	30%	\$	3,079.30				
AVA	APP-1000-24-DG	APP-1000-24-DG							\$	9,200.00	15.0%	\$	7,820.00	\$	9,200.00	30%	\$	6,440.00				
AVA	APP-3000-80-SFP	APP-3000-80-SFP							\$	33,600.00	15.0%	\$	28,560.00	\$	33,600.00	30%	\$	23,520.00				
AVA	ACC-POL-BRA-B	ACC-POL-BRA-B							\$	66.00	15.0%	\$	56.10	\$	66.00	30%	\$	46.20				
AVA	ACC-PEN-CAP-W	ACC-PEN-CAP-W							\$	44.00	15.0%	\$	37.40	\$	44.00	30%	\$	30.80	\$	43.13		
AVA	APP-RCK-1000	APP-RCK-1000							\$	579.00	15.0%	\$	492.15	\$	579.00	30%	\$	405.30	\$	492.20		
AVA	AVA-EXP1-263TB	AVA-EXP1-263TB	\$	66,636.52	25%	\$	49,977.39	\$	62,864.64	15.0%	\$	53,434.94										
AVA	AVA-HED1-NVR4-	AVA-HED1-NVR4-	\$	2,389.76	25%	\$	1,792.32	\$	2,254.49	15.0%	\$	1,916.32										
AVA	AVA-HED1-NVR4X-	AVA-HED1-NVR4X-	\$	5,530.36	25%	\$	4,147.77	\$	5,217.32	15.0%	\$	4,434.72										
AVA	AVA-SVCS-APP-W5YR-	AVA-SVCS-APP-W5YR-							\$	1,380.00	15.0%	\$	1,173.00	\$	829.55	30%	\$	580.69				
AVA	AVA-WARR-EXTEND-1YR	AVA-WARR-EXTEND-1YR	\$	7,717.10	25%	\$	5,787.83	\$	7,280.28	15.0%	\$	6,188.24										
AVA	AWA-CLD-BYO-5Y	AWA-CLD-BYO-5Y							\$	439.00	15.0%	\$	373.15	\$	439.00	30%	\$	307.30				
AVA	BULLET-TE-B	BULLET-TE-B							\$	1,319.00	15.0%	\$	1,121.15	\$	1,319.00	30%	\$	923.30				
AVA	BULLET-WI-W-4K-60	BULLET-WI-W-4K-60							\$	2,379.00	15.0%	\$	2,022.15	\$	2,379.00	30%	\$	1,665.30				
AVA	DOME-B	DOME-B							\$	849.00	15.0%	\$	721.65	\$	849.00	30%	\$	594.30				
AVA	Dome-W-5MP-60	Dome-W-5MP-60							\$	1,399.00	15.0%	\$	1,189.15	\$	1,399.00	30%	\$	979.30				
AVA	LIC-SEN-HALO-1Y	LIC-SEN-HALO-1Y							\$	179.00	15.0%	\$	152.15	\$	179.00	30%	\$	125.30				
AVA	QUAD-20MP-30	QUAD-20MP-30							\$	2,819.00	15.0%	\$	2,396.15	\$	2,819.00	30%	\$	1,973.30	\$	2,440.69		
AVA	AVA-HED1-NVR4X-	AVA-HED1-NVR4X-	\$	2,389.76	25%	\$	1,792.32	\$	2,254.49	15.0%	\$	1,916.32										
AVA	AVA-HED1-751TB-5YR	AVA-HED1-751TB-5YR	\$	190,885.86	25%	\$	143,164.40	\$	180,081.00	15.0%	\$	153,068.85										
AVA	AVA-WARR-EXTEND-2YR	AVA-WARR-EXTEND-2YR	\$	15,433.06	25%	\$	11,574.80	\$	14,559.49	15.0%	\$	12,375.57										
AVIGILON	1.0C-H4A-B2-B	1.0C-H4A-B2-B	\$	826.02	25%	\$	619.52	\$	779.26	15.0%	\$	662.37	\$	826.02	30%	\$	578.21					
AVIGILON	1.0C-H4A-BO2-IR-B	1.0C-H4A-BO2-IR-B	\$	1,109.23	25%	\$	831.92	\$	1,046.44	15.0%	\$	889.47	\$	1,109.23	30%	\$	776.46					
AVIGILON	1.0C-H4A-DO1-IR-B	1.0C-H4A-DO1-IR-B	\$	1,062.02	25%	\$	796.52	\$	1,001.91	15.0%	\$	851.62	\$	1,062.02	30%	\$	743.41					
AVIGILON	10.0C-H5DH-DO1-IR	10.0C-H5DH-DO1-IR	\$	1,792.04	25%	\$	1,344.03	\$	1,690.60	15.0%	\$	1,437.01	\$	1,792.04	30%	\$	1,254.43					
AVIGILON	1.3C-H5SL-D1-IR	1.3C-H5SL-D1-IR	\$	466.11	25%	\$	349.58	\$	439.73	15.0%	\$	373.77	\$	466.11	30%	\$	326.28					
AVIGILON	1.0C-H4IRPTZ-DP45-WP	1.0C-H4IRPTZ-DP45-WP	\$	3,617.99	25%	\$	2,713.49	\$	3,617.99	15.0%	\$	3,075.29	\$	3,617.99	30%	\$	2,532.59					
AVIGILON	12.0W-H5A-FE-DC1	12.0W-H5A-FE-DC1	\$	1,307.28	25%	\$	980.46	\$	1,233.28	15.0%	\$	1,048.29	\$	1,307.28	30%	\$	915.10					
AVIGILON	12.0W-H5A-FE-DO1-IR	12.0W-H5A-FE-DO1-IR	\$	1,330.42	25%	\$	997.82	\$	1,255.11	15.0%	\$	1,066.84	\$	1,330.42	30%	\$	931.29					
AVIGILON	16C-H5PRO-B	16C-H5PRO-B	\$	8,850.16	25%	\$	6,637.62	\$	8,349.21	15.0%	\$	7,096.83	\$	8,850.16	30%	\$	6,195.11					
AVIGILON	15C-H4A-3MH-180	15C-H4A-3MH-180	\$	2,124.04	25%	\$	1,593.03	\$	2,003.81	15.0%	\$	1,703.24	\$	2,124.04	30%	\$	1,486.83					
AVIGILON	12C-H4A-4MH-360	12C-H4A-4MH-360	\$	2,248.98	25%	\$	1,686.74	\$	2,121.68	15.0%	\$	1,803.43	\$	2,248.98	30%	\$	1,574.29					
AVIGILON	2.0C-H4A-D2-B	2.0C-H4A-D2-B	\$	991.23	25%	\$	743.42	\$	935.12	15.0%	\$	794.85	\$	991.23	30%	\$	693.86					
AVIGILON	2.0C-H4A-DP2-B	2.0C-H4A-DP2-B	\$	1,097.42	25%	\$	823.07	\$	1,035.30	15.0%	\$	880.01	\$	1,097.42	30%	\$	768.19					
AVIGILON	2.0C-H4IRPTZ-DP30-WP	2.0C-H4IRPTZ-DP30-WP	\$	3,924.67	25%	\$	2,943.50	\$	3,924.67	15.0%	\$	3,335.97	\$	3,924.67	30%	\$	2,747.27					
AVIGILON	2.0C-H5A-D1	2.0C-H5A-D1	\$	944.01	25%	\$	708.01	\$	890.58	15.0%	\$	756.99	\$	944.01	30%	\$	660.81					
AVIGILON	2.0C-H5A-PTZ-DP36	2.0C-H5A-PTZ-DP36	\$	3,139.78	25%	\$	2,354.84	\$	2,962.06	15.0%	\$	2,517.75	\$	3,139.78	30%	\$	2,197.85					
AVIGILON	2.0C-H5A-RGDPPTZ-DP36	2.0C-H5A-RGDPPTZ-DP36	\$	6,414.65	25%	\$	4,810.99	\$	6,414.65	15.0%	\$	5,452.45	\$	6,414.65	30%	\$	4,490.26					
AVIGILON	2.0C-H5SL-D1-IR	2.0C-H5SL-D1-IR	\$	525.11	25%	\$	393.83	\$	495.39	15.0%	\$	421.08	\$	525.11	30%	\$	367.58					
AVIGILON	20C-H4A-4MH-360	20C-H4A-4MH-360	\$	2,478.05	25%	\$	1,858.54	\$	2,337.78	15.0%	\$	1,987.11	\$	2,478.05	30%	\$	1,734.64					
AVIGILON	26C-H5PRO-B	26C-H5PRO-B	\$	10,620.19	25%	\$	7,965.14	\$	10,019.05	15.0%	\$	8,516.19	\$	10,620.19	30%	\$	7,434.13			\$	6,751.13	GSA
AVIGILON	3.0C-H5A-CR1-IR-SS	3.0C-H5A-CR1-IR-SS	\$	1,711.03	25%	\$	1,283.27	\$	1,614.18	15.0%	\$	1,372.05	\$	1,711.03	30%	\$	1,197.72					
AVIGILON	3.0C-H5SL-BO1-IR	3.0C-H5SL-BO1-IR	\$	672.61	25%	\$	504.46	\$	634.54	15.0%	\$	539.36	\$	672.61	30%	\$	470.83					
AVIGILON	320S-H4A-THC-BO24	320S-H4A-THC-BO24	\$	4,602.09	25%	\$	3,451.57	\$	4,341.59	15.0%	\$	3,690.35	\$	4,602.09	30%	\$	3,221.46					
AVIGILON	320S-PTZ-WARR-EXTEND-2YR	320S-PTZ-WARR-EXTEND-2YR	\$	926.66	25%	\$	695.00	\$	874.21	15.0%	\$	743.08	\$	926.66	30%	\$	648.66					
AVIGILON	40C-H5PRO-B	40C-H5PRO-B	\$	12,980.24	25%	\$	9,735.18	\$	12,245.51	15.0%	\$	10,408.68	\$	12,980.24	30%	\$	9,086.17					
AVIGILON	ACC5-4TOS-COR-UPG	ACC5-4TOS-COR-UPG	\$	103.68	25%	\$	77.76	\$	103.68	15.0%	\$	88.13	\$	103.68	30%	\$	72.58					
AVIGILON	ACC6-STFN-ALPHA-M	ACC6-STFN-ALPHA-M	\$	2,728.50	25%	\$	2,046.38	\$	2,728.50	15.0%	\$	2,319.23	\$	2,728.50	30%	\$	1,909.95					
AVIGILON	ACC-MIC	ACC-MIC	\$	344.57	25%	\$	258.43	\$	325.07	15.0%	\$	276.31	\$	344.57	30%	\$	241.20					
AVIGILON	ACC-USB-JOY	ACC-USB-JOY	\$	723.06	25%	\$	542.30	\$	682.13	15.0%	\$	579.81	\$	723.06	30%	\$	506.14					
AVIGILON	AVUEAP	AVUEAP	\$	116.63	25%	\$	87.47	\$	116.63	15.0%	\$	99.14	\$	116.63	30%	\$	81.64					
AVIGILON	CAM-ACC5-H3-D-PLUG	CAM-ACC5-H3-D-PLUG	\$	23.61	25%	\$	17.71	\$	22.27	15.0%	\$	18.93	\$	23.61	30%	\$	16.53					
AVIGILON	CM-MT-WALL1	CM-MT-WALL1	\$	94.84	25%	\$	71.13	\$	77.93	15.0%	\$	66.24	\$	94.84	30%	\$	66.39					

Axis	0532-021	AXIS P1214 BULK 10 PCS	\$ 5,339.00	12%	\$ 4,698.32	\$ 5,339.00	5%	\$ 5,072.05							\$ 5,339.00	8.1%	\$ 4,906.54			\$ 4,464.86	Affinitech GSA	
Axis	02114-001	AXIS P1280-E 2.2 MM	\$ 869.00	12%	\$ 764.72	\$ 869.00	5%	\$ 825.55							\$ 869.00	8.1%	\$ 798.61			\$ 663.17	Affinitech GSA	
Axis	01168-001	AXIS P1290-E 4 MM 8.3	\$ 949.00	12%	\$ 835.12	\$ 949.00	5%	\$ 901.55							\$ 949.00	8.1%	\$ 872.13			\$ 704.67	Affinitech GSA	
Axis	02095-001	AXIS P1455-LE 29 mm	\$ 749.00	12%	\$ 659.12	\$ 749.00	5%	\$ 711.55							\$ 749.00	8.1%	\$ 688.33	\$ 759.49	\$ 905.77	\$ 626.37	Affinitech GSA	
Axis	01078-031	AXIS P3904-R MK II	\$ 22,799.00	12%	\$ 20,063.12	\$ 22,799.00	5%	\$ 21,659.05							\$ 22,799.00	8.1%	\$ 20,952.28			\$ 17,678.17	Affinitech GSA	
Axis	01787-001	AXIS P8815-2 3D Ppl	\$ 859.00	12%	\$ 755.92	\$ 859.00	5%	\$ 816.05							\$ 859.00	8.1%	\$ 789.42			\$ 663.17	Affinitech GSA	
Axis	01970-001	AXIS P3715-PLVE	\$ 969.00	12%	\$ 852.72	\$ 969.00	5%	\$ 920.55							\$ 969.00	8.1%	\$ 890.51	\$ 982.65	\$ 1,397.88	\$ 746.17	Affinitech GSA	
Axis	01919-001	AXIS P3935-LR	\$ 599.00	12%	\$ 527.12	\$ 599.00	5%	\$ 569.05							\$ 599.00	8.1%	\$ 550.48	\$ 607.59		\$ 497.17	Affinitech GSA	
Axis	01553-001	AXIS P9106-V BRUSHED	\$ 699.00	12%	\$ 615.12	\$ 699.00	5%	\$ 664.05							\$ 699.00	8.1%	\$ 642.38	\$ 708.85	\$ 634.72	\$ 538.67	Affinitech GSA	
Axis	01237-001	AXIS Q3517-SLVE	\$ 1,499.00	12%	\$ 1,319.12	\$ 1,499.00	5%	\$ 1,424.05							\$ 1,499.00	8.1%	\$ 1,377.58	\$ 1,518.98		\$ 119.67	Affinitech GSA	
Axis	02224-001	AXIS Q3536-LVE 29MM	\$ 1,299.00	12%	\$ 1,143.12	\$ 1,299.00	5%	\$ 1,234.05							\$ 1,299.00	8.1%	\$ 1,193.78	\$ 1,347.40	\$ 1,319.00	\$ 1,086.32	Affinitech GSA	
Axis	01819-001	AXIS Q3819-PVE	\$ 2,149.00	12%	\$ 1,891.12	\$ 2,149.00	5%	\$ 2,041.55							\$ 2,149.00	8.1%	\$ 1,974.93	\$ 2,179.09		\$ 1,797.15	Affinitech GSA	
Axis	0799-004	AXIS Q6128-E 60HZ	\$ 3,449.00	12%	\$ 3,035.12	\$ 3,449.00	5%	\$ 3,276.55							\$ 3,449.00	8.1%	\$ 3,169.63	\$ 3,496.49	\$ 4,990.95	\$ 2,655.17	Affinitech GSA	
Axis	02189-001	XF40-Q1785-50 C UL	\$ 8,599.00	12%	\$ 7,567.12	\$ 8,599.00	5%	\$ 8,169.05							\$ 8,599.00	8.1%	\$ 7,902.48			\$ 7,191.10	Affinitech GSA	
Axis	02023-004	AXIS V5938 60 Hz	\$ 3,299.00	12%	\$ 2,903.12	\$ 3,299.00	5%	\$ 3,134.05							\$ 3,299.00	8.1%	\$ 3,031.78	\$ 3,344.59		\$ 2,758.86	Affinitech GSA	
Axis	01914-001	D101-A XF P3807	\$ 10,799.00	12%	\$ 9,503.12	\$ 10,799.00	5%	\$ 10,259.05							\$ 10,799.00	8.1%	\$ 9,924.28	\$ 10,947.05		\$ 8,299.17	Affinitech GSA	
Axis	01926-001	D201-S XPT Q6075	\$ 16,499.00	12%	\$ 14,519.12	\$ 16,499.00	5%	\$ 15,674.05							\$ 16,499.00	8.1%	\$ 15,162.58	\$ 16,724.86		\$ 12,917.37	Affinitech GSA	
Axis	01841-001	AXIS Q8752-E ZOOM 30	\$ 23,999.00	12%	\$ 21,119.12	\$ 23,999.00	5%	\$ 22,799.05							\$ 23,999.00	8.1%	\$ 22,055.08			\$ 18,397.15	Affinitech GSA	
Bogen	NQ-A2060-G2	NQ-A2060-G2	\$ 1,288.19	10%	\$ 1,159.37	\$ 1,288.19	25%	\$ 966.14											\$ 689.86			
Bogen	NQ-A2120-G2	NQ-A2120-G2	\$ 1,901.59	10%	\$ 1,711.43	\$ 1,901.60	25%	\$ 1,426.20														
Bogen	NQ-A2300	NQ-A2300	\$ 2,441.41	10%	\$ 2,197.27	\$ 2,441.41	25%	\$ 1,831.06														
Bogen	NQ-A2300-G2	NQ-A2300-G2	\$ 2,441.41	10%	\$ 2,197.27	\$ 2,441.41	25%	\$ 1,831.06														
Bogen	NQ-A4060	NQ-A4060	\$ 1,950.67	10%	\$ 1,755.60	\$ 1,950.67	25%	\$ 1,463.00														
Bogen	NQ-A4060-G2	NQ-A4060-G2	\$ 1,950.67	10%	\$ 1,755.60	\$ 1,950.67	25%	\$ 1,463.00														
Bogen	NQ-A4120	NQ-A4120	\$ 2,858.55	10%	\$ 2,572.70	\$ 2,858.55	25%	\$ 2,143.91														
Bogen	NQ-A4120-G2	NQ-A4120-G2	\$ 2,858.55	10%	\$ 2,572.70	\$ 2,858.55	25%	\$ 2,143.91														
Bogen	NQ-A4300	NQ-A4300	\$ 3,668.26	10%	\$ 3,301.43	\$ 3,668.25	25%	\$ 2,751.19														
Bogen	NQ-A4300-G2	NQ-A4300-G2	\$ 3,668.26	10%	\$ 3,301.43	\$ 3,668.25	25%	\$ 2,751.19														
Bogen	NQ-RMK01	NQ-RMK01	\$ 83.45	10%	\$ 75.11	\$ 83.44	25%	\$ 62.58														
Bogen	NQ-RMK03	NQ-RMK03	\$ 85.87	10%	\$ 77.28	\$ 85.87	25%	\$ 64.40														
Bogen	NQ-S1810CT-G2	NQ-S1810CT-G2	\$ 652.70	10%	\$ 587.43	\$ 652.69	25%	\$ 489.52														
Bogen	NQ-S1810WT-G2	NQ-S1810WT-G2	\$ 733.66	10%	\$ 660.29	\$ 733.66	25%	\$ 550.25														
Bogen	NQ-T1000	NQ-T1000	\$ 306.72	10%	\$ 276.05	\$ 306.72	25%	\$ 230.04														
Bogen	NQ-T1100	NQ-T1100	\$ 1,104.18	10%	\$ 993.76	\$ 1,104.18	25%	\$ 828.14														
Bogen	NQ-SYSCTRL	NQ-SYSCTRL	\$ 2,196.04	10%	\$ 1,976.44	\$ 2,196.04	25%	\$ 1,647.03														
EVOLV /	CWD-10"TABLET-D-W	CWD-10"TABLET-D-W				\$ 6,419.00	25%	\$ 4,814.25	\$ 6,419.00	15.0%	\$ 5,456.15	\$ 6,419.00	15%	\$ 5,456.15								
EVOLV /	CWD-10"TABLET-F-W	CWD-10"TABLET-F-W				\$ 6,419.00	25%	\$ 4,814.25	\$ 6,419.00	15.0%	\$ 5,456.15	\$ 6,419.00	15%	\$ 5,456.15								
EVOLV /	CWD-ACC7-1LANE-L	CWD-ACC7-1LANE-L				\$ 82,500.00	25%	\$ 61,875.00	\$ 82,500.00	15.0%	\$ 70,125.00	\$ 82,500.00	15%	\$ 70,125.00								
EVOLV /	CWD-ACC7-1LANE-LO	CWD-ACC7-1LANE-LO				\$ 18,800.00	25%	\$ 14,100.00	\$ 18,800.00	15.0%	\$ 15,980.00	\$ 18,800.00	15%	\$ 15,980.00								
EVOLV /	CWD-ACC7-1LANE-L	CWD-ACC7-1LANE-L				\$ 71,836.00	25%	\$ 53,877.00	\$ 71,836.00	15.0%	\$ 61,060.60	\$ 71,836.00	15%	\$ 61,060.60								
EVOLV /	CWD-ACC7-2LANE-O	CWD-ACC7-2LANE-O				\$ 108,555.00	25%	\$ 81,416.25	\$ 108,555.00	15.0%	\$ 92,271.75	\$ 108,555.00	15%	\$ 92,271.75								
EVOLV /	CWD-ACCESS CONTROL	CWD-ACCESS CONTROL				\$ 9,215.00	25%	\$ 6,911.25	\$ 9,215.00	15.0%	\$ 7,832.75	\$ 9,215.00	15%	\$ 7,832.75								
EVOLV /	CWD-BATTERY-30W	CWD-BATTERY-30W				\$ 283.00	25%	\$ 212.25	\$ 283.00	15.0%	\$ 240.55	\$ 283.00	15%	\$ 240.55								
EVOLV /	CWD-BATTERY-O-90W	CWD-BATTERY-O-90W				\$ 429.00	25%	\$ 321.75	\$ 429.00	15.0%	\$ 364.65	\$ 429.00	15%	\$ 364.65								
EVOLV /	CWD-MOBILITY CART	CWD-MOBILITY CART				\$ 6,298.00	25%	\$ 4,723.50	\$ 6,298.00	15.0%	\$ 5,353.30	\$ 6,298.00	15%	\$ 5,353.30								
EVOLV /	CWD-RXCOVER-R-O	CWD-RXCOVER-R-O				\$ 1,098.00	25%	\$ 823.50	\$ 1,098.00	15.0%	\$ 933.30	\$ 1,098.00	15%	\$ 933.30								
EVOLV /	CWD-TESTKIT	CWD-TESTKIT				\$ 944.00	25%	\$ 708.00	\$ 944.00	15.0%	\$ 802.40	\$ 944.00	15%	\$ 802.40								
EVOLV /	CWD-TXTOWER-	CWD-TXTOWER-				\$ 518.00	25%	\$ 388.50	\$ 518.00	15.0%	\$ 440.30	\$ 518.00	15%	\$ 440.30								
Halo	V2.00C	Halo-V2.00C	\$ 1,395.00	10%	\$ 1,255.50	\$ 1,780.80	25%	\$ 1,335.60	\$ 1,780.00	15.0%	\$ 1,513.00											
Hanwha/Wisenet	ANE-16012R	ANE-16012R	\$ 250.00	33%	\$ 167.50	\$ 250.00	32%	\$ 170.00														
Hanwha/Wisenet	HRX-1635-30TB	HRX-1635-30TB	\$ 4,967.00	33%	\$ 3,327.89	\$ 4,967.00	32%	\$ 3,377.56														
Hanwha/Wisenet	HRX-835-12TB	HRX-835-12TB	\$ 2,507.00	33%	\$ 1,679.69	\$ 2,507.00	32%	\$ 1,704.76														
Hanwha/Wisenet	LNO-6072R	LNO-6072R	\$ 359.00	33%	\$ 240.53	\$ 359.00	32%	\$ 244.12														
Hanwha/Wisenet	PNO-A6081R	PNO-A6081R	\$ 1,570.00	33%	\$ 1,051.90	\$ 1,570.00	32%	\$ 1,067.60														
Hanwha/Wisenet	PRN-3200B4-12TB	PRN-3200B4-12TB	\$ 10,547.00	33%	\$ 7,066.49	\$ 10,547.00	32%	\$ 7,171.96														
Hanwha/Wisenet	SBF-100B1	SBF-100B1	\$ 49.00	33%	\$ 32.83	\$ 49.00	32%	\$ 33.32														
Hanwha/Wisenet	SBO-147B	SBO-147B	\$ 75.00	33%	\$ 50.25	\$ 75.00	32%	\$ 51.00														
Hanwha/Wisenet	SBP-100S	SBP-100S	\$ 10.00	33%	\$ 6.70	\$ 10.00	32%	\$ 6.80														
Hanwha/Wisenet	SBV-161WCW	SBV-161WCW	\$ 30.00	33%	\$ 20.10	\$ 30.00	32%	\$ 20.40														
Hanwha/Wisenet	SLA-T2480	SLA-T2480	\$ 215.00	33%	\$ 144.05	\$ 215.00	32%	\$ 146.20														
Hanwha/Wisenet	SMT-2233	SMT-2233	\$ 990.00	33%	\$ 663.30	\$ 990.00	32%	\$ 673.20														
Hanwha/Wisenet	SPB-IND11	SPB-IND11	\$ 25.00	33%	\$ 16.75	\$ 25.00	32%	\$ 17.00														
Hanwha/Wisenet	TMC-FSFPoE30M	TMC-FSFPoE30M	\$ 760.00	33%	\$ 509.20	\$ 760.00	32%	\$ 516.80														
Hanwha/Wisenet	TNO-3010T	TNO-3010T	\$ 4,100.00	33%	\$ 2,747.00	\$ 4,100.00	32%	\$ 2,788.00														
Hanwha/Wisenet	TNO-4030T	TNO-4030T	\$ 7,000.00	33%	\$ 4,690.00	\$ 7,000.00	32%	\$ 4,760.00														
Hanwha/Wisenet	VER-CSTORE15-40TB	VER-CSTORE15-40TB	\$ 22,750.00	33%	\$ 15,242.50	\$ 22,750.00	32%	\$ 15,470.00														
Hanwha/Wisenet	WAVE-EMB-32	WAVE-EMB-32	\$ 880.00	33%	\$ 589.60	\$ 880.00	32%	\$ 598.40														
Hanwha/Wisenet	WAVE-PRO-48	WAVE-PRO-48	\$ 7,920.00	33%	\$ 5,306.40	\$ 7,920.00	32%	\$ 5,385.60														
Hanwha/Wisenet	WAVE-VW-02	WAVE-VW-02	\$ 1,400.00	33%	\$ 938.00	\$ 1,400.00	32%	\$ 952.00														
Hanwha/Wisenet	WRR-P-S2065-384TB	WRR-P-S2065-384TB	\$ 96,910.00	33%	\$ 64																	



### 3 - Support Services

\*Please note this workbook has multiple worksheets/tabs.

**REQUIRED FORM**

Design & Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Sales Consultation and Product/System Demonstration	\$ -	\$ -	\$ -	\$ -	N/A
	Scope and Project Design/Engineering	\$ 125.00	\$ -	\$ -	\$ -	N/A
	Proposal Creation	\$ -	\$ -	\$ -	\$ -	N/A
	Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
	Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
	Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A
	Sales Conusltation	\$ -	\$ -	\$ -	\$ -	0
	Product Demonstration	\$ -	\$ -	\$ -	\$ -	0
	Preliminary Design	\$ -	\$ -	\$ -	\$ -	0
RFP Design On site	\$ 165.00	\$ 145.00		*	Would apply to tab four discounts (*mileage charged as time, not distance)	
RFP Design - Drafting and documentation						
Site Survey to determine what equipment is correct for user	1000	100	0	0		
Engineering and design	\$ 175.00	\$ 150.00	\$150.00 Perday depending on location			
Security design	\$60/hour	\$45/hour	\$0	\$0	Yes	
Access control design	\$60/hour	\$45/hour	\$0	\$0	Yes	

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Cable/Low Voltage Installation	125	110	96	0.625	Yes - per volume discount tab
	Equipment Devising	135	115	96	0.625	
	Equipment Programming	175	150	96	0.625	
	Equipment Training/Turn-Over	175	150	96	0.625	*Per Diem rates based on GSA
	Project Management	135	115	96	0.625	
	Standard Business Hours	\$ 125.00	\$ 105.00		\$ 1.50	N/A
	Weekday Evening	\$ 187.50	\$ 157.50		\$ 1.50	N/A
	Weekend / Holiday	\$ 250.00	\$ 210.00		\$ 1.50	N/A
	Labor to Install local (within 1 hr drive of Eden Prarie)	\$ 155.00	\$ 145.00	n/a	Drive Time	Available at volume level on tab four
Labor to install out of area	\$ 175.00	\$ 165.00	Included	Drive Time	Available at volume level on tab four	
Installation of X-ray scanner, including on-site training	1000	100	0	0		
One year warranty, all parts, labor and travel	0	0	0	0		
Install	\$ 150.00	\$ 125.00	\$150.00 Perday depending on location			
Programming	\$ 175.00	\$ 150.00	\$150.00 Perday depending on location			
Project Management	\$ 180.00	\$ 150.00	\$150.00 Perday depending on location			
Camera installation (Installer and project manager)	\$250/hour	\$200/hour	n/a	\$0.38/mile	Yes	
Access control installation (Installer and project manager)	\$250/hour	\$200/hour	n/a	\$0.38/mile	Yes	

Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Full System Support and Warranty extneding past 1 year labor and product specific warranty	1.5% of project	\$ 1.25	\$ 96.00	\$ 0.63	*Per Diem rates based on GSA
	Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
	Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
	Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A
	Full support warranty availabe on selection	1% of project monthly	.09% of project monthly	N/A	N/A	Discounted volume price on tab four would reset rate price

Extended	Extended warranty, all parts, labor and travel. also includes annual radiation survey and PM	5000	4300	0	0	
	Install	\$ 150.00	\$ 125.00	\$150.00	Perday depending on location	
	Programming	\$ 175.00	\$ 150.00	\$150.00	Perday depending on location	
	Online and call-in support	\$0	n/a	n/a	n/a	n/a
	Verkada on-site services (10 year warranty)	\$250/hour	\$200/hour	n/a	n/a	n/a
	Axis on-site services (5 year warranty)	\$250/hour	\$200/hour	n/a	n/a	n/a
	Tiandy on-site services (5 year warranty)	\$250/hour	\$200/hour	n/a	n/a	n/a

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Initial System Training	\$ 125.00	\$ 115.00	\$ 96.00	\$ 0.63	Yes - per volume discount tab
	Subsequent Training as Needed	\$ 125.00	\$ 115.00	\$ 96.00	\$ 0.63	*Per Diem rates based on GSA
	Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
	Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
	Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A
	Full Admin and operator training built into project budget	N/A	N/A	N/A	N/A	
	Remote secondary training, admin or operator	\$ 155.00	\$ 145.00	N/A	N/A	N/A
	On-site training, covering X-ray Safety, contents analysis and threat resolution	\$ 1,000.00	\$ 1,000.00	\$ -	\$ -	
	Training	\$ 150.00	\$ 125.00	\$150.00	Perday depending on location	
	Technology training	\$60/hour	\$45/hour	\$0/hour	\$0/hour	Yes
	Basic manufacturer training	\$0/hour	\$0/hour	n/a	n/a	

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Level 1	\$ 120.00	\$ 110.00	\$ 96.00	\$ 0.63	Yes - per volume discount tab
	Level 2	\$ 165.00	\$ 150.00	\$ 96.00	\$ 0.63	
	Level 3	\$ 250.00	\$ 225.00	\$ 96.00	\$ 0.63	
	Programming/Config	\$ 165.00	\$ 150.00	\$ 96.00	\$ 0.63	*Per Diem rates based on GSA
	Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
	Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
	Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A
	Emergency Service HRLY	\$ 325.00	\$ 275.00	\$ -	Drive Time	N/A
	Next Day Service HRLY	\$ 250.00	\$ 200.00	\$ -	Drive Time	N/A
	Scheduled service HRLY	\$ 155.00	\$ 145.00	\$ -	Drive Time	N/A
	Remote Service	\$ 155.00	\$ 145.00	\$ -	N/A	N/A
	See extended warranty Tab 2A					
	Time and Marterials for machines not covered under Warranty or Maintenance agreement	\$165/hr, 4 hour min	none	actual	actual	
	Maintenance	\$ 150.00	\$ 125.00	\$150.00	Perday depending on location	
	Online and call-in support	\$50/hour	\$35/hour	n/a	n/a	Yes
	Onsite support	\$250/hour	\$200/hour	n/a	\$0.38/mile	Yes

Other Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	<b>Standard Service (Remote or Onsite)</b>	120-250	\$ -	\$ 96.00	\$ 0.63	No
	Billed in .25/hr with 1 hour min					
	<b>Emergency Service</b>	192-400	\$ -	\$ 96.00	\$ 0.63	No
	\$200 Mibilization / 4 Hour min					
<b>After hours, Weekend and Holiday Service</b>	180-375	\$ -	\$ 96.00	\$ 0.63	No	
Ticket Charge \$50 / Billed in .25/hr with 1 hour min					*Per Diem rates based on GSA	

Standard Business Hours	\$ 150.00	\$ 115.00		\$ 1.50	N/A
Weekday Evening	\$ 225.00	\$ 172.50		\$ 1.50	N/A
Weekend / Holiday	\$ 300.00	\$ 230.00		\$ 1.50	N/A

**From:** [Lisa Truax](#)  
**To:** [Jody Epp](#); [Lee Windsor](#)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - Okos  
**Date:** Monday, November 28, 2022 2:30:00 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---



Dear Jody Epp:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Lisa M. Truax | Procurement Solutions Coordinator  
Cooperative Purchasing Connection



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



**From:** [Lisa Truax](#)  
**To:** [Chris Daniels](#)  
**Cc:** [Lisa Truax](#)  
**Subject:** RFP 23.3 - Notification - USA Security  
**Date:** Monday, November 28, 2022 2:30:00 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)



Dear Chris Daniels:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #.

The evaluation committee, using the criteria outlined 23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Lisa M. Truax | Procurement Solutions Coordinator  
Cooperative Purchasing Connection



Lisa M. Truax  
Procurement Solutions Coordinator  
218.737.6535 (direct) | 888.739.3289  
[www.purchasingconnection.org](http://www.purchasingconnection.org)



November 28, 2022

Affinitech Inc.  
Attn: Jenn Ribar, Senior Account Executive  
1264 Park Road  
Chanhassen, MN 55317

---

**Award Decision, RFP #23.3**

---

Dear Jenn Ribar:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,



---

Lisa M. Truax | Procurement Solutions Coordinator  
Cooperative Purchasing Connection

November 28, 2022

All State Communications  
Attn: Scott Woodward  
5114 Marson Drive  
Sauk Rapids, MN 56379

---

**Award Decision, RFP #23.3**

---

Dear Scott Woodward:

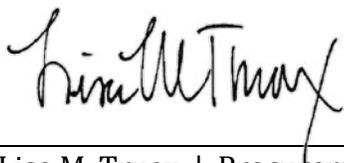
The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,



---

Lisa M. Truax | Procurement Solutions Coordinator  
Cooperative Purchasing Connection

November 28, 2022

Autoclear LLC  
Attn: Gregory Schaefer  
18 Carlisle Road  
Hawthorne Woods, IL 60047

---

**Award Decision, RFP #23.3**

---

Dear Gregory Schaefer:

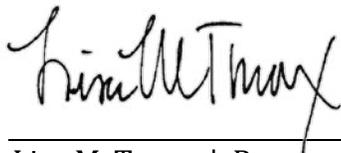
The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,



---

Lisa M. Truax | Procurement Solutions Coordinator  
Cooperative Purchasing Connection

November 28, 2022

Marco Technologies, LLC  
Attn: Brenda Wall, Technology Advisor  
2906 Morrison Avenue, Suite 1  
Bismarck, ND 58504

---

**Award Decision, RFP #23.3**

---

Dear Brenda Wall:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #23.3 – Security Cameras, Intrusion and Weapon Detection, and Door Access Control Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,



---

Lisa M. Truax | Procurement Solutions Coordinator  
Cooperative Purchasing Connection



## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

### Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

<b>Business Name</b>	<u>Affinitech Inc</u>	<b>Date</b>	<u>10/15/2022</u>
<b>Address</b>	<u>1264 Park Road</u>	<b>City, State, Zip</b>	<u>Chanhassen, MN 55317</u>
<b>Contact Person</b>	<u>Jenn Ribar</u>	<b>Title</b>	<u>Senior Account Executive</u>
<b>Authorized Signature</b>		<b>Title</b>	<u>President</u>
<b>Email</b>	<u>Tbrown@affinitechinc.com</u>	<b>Phone</b>	<u>952-443-9810</u>

### Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** Cooperative Purchasing Connection

**Authorized Representative** DocuSigned by:  
*Jane Eastes*  
6D9BB132BB3040A...

**Name Printed or Typed** Jane Eastes, Deputy Executive Director

**Awarded this** 28th **day of** November, 2022 **Contract Number** 22.3 - AFF

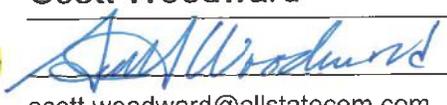
**Contract to Commence** January 1, 2023

## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

### Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	<u>All State Communications</u>	Date	<u>November 1, 2022</u>
Address	<u>5114 Marson Drive</u>	City, State, Zip	<u>Sauk Rapids, MN 56379</u>
Contact Person	<u>Scott Woodward</u>	Title	<u>Business Development Manager</u>
Authorized Signature		Title	<u>Business Development Manager</u>
Email	<u>scott.woodward@allstatecom.com</u>	Phone	<u>(320) 204-1583</u>

### Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Awarding Agency Cooperative Purchasing Connection

Authorized Representative

DocuSigned by:



6D9BB132BB3040A...

Name Printed or Typed

Jane Eastes, Deputy Executive Director

Awarded this

28th

day of

November, 2022

Contract Number

23.3 - ASC

Contract to Commence

January 1, 2023

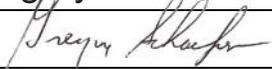


## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

### Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	<u>Autoclear LLC</u>	Date	<u>November 1, 2022</u>
Address	<u>18 Carlisle Road</u>	City, State, Zip	<u>Hawthorn Woods, IL 60047</u>
Contact Person	<u>Gregory Schaefer</u>	Title	<u>Midwest Regional Manager</u>
<b>Authorized Signature</b>		Title	
Email	<u>gregs@autoclear.com</u>	Phone	<u>847-54-7266</u>

### Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** Cooperative Purchasing Connection

**Authorized Representative** DocuSigned by:  
  
6D9BB132BB3040A...

**Name Printed or Typed** Jane Eastes, Deputy Executive Director

**Awarded this** 28th **day of** November, 2022 **Contract Number** 23.3 - CLR

**Contract to Commence** January 1, 2023

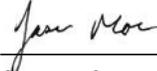


## Contract Offer & Award

**Instructions:** Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

### Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	Marco Technologies, LLC	Date	10/27/2022
Address	2906 Morrison Ave, Suite 1	City, State, Zip	Bismarck, ND 58504
Contact Person	Brenda Wall	Title	Technology Advisor
Authorized Signature		Title	Sales Director
Email	brenda.wall@marconet.com	Phone	701.751.3860

### Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

**Awarding Agency** Cooperative Purchasing Connection

**Authorized Representative** 

**Name Printed or Typed** Jane Eastes, Deputy Executive Director

**Awarded this** 21st **day of** March, 2023 **Contract Number** 23.3 MAR

**Contract to Commence** March 21, 2023