



BoardDocs Cover Page

(Due to final Cabinet-level approval on Monday at noon, 2+ weeks prior to BOE meeting date)

Meeting Date:	July 8, 2020	
Agenda Session: (Category)	<input checked="" type="checkbox"/> Work Session (Bids, former F&F items, etc.) <input type="checkbox"/> Closed <input type="checkbox"/> Regular, Preliminary Items (System Recognitions)	<input type="checkbox"/> Regular, Action/Consent <input type="checkbox"/> Board Items <input type="checkbox"/> Public Hearing
Title (Subject):	RFP 20MISC8, Security Access Upgrade	
Access:	<input type="checkbox"/> Private	<input checked="" type="checkbox"/> Public
Type:	<input type="checkbox"/> Business Item <input type="checkbox"/> Policy Item <input type="checkbox"/> Strategic Plan Item <input type="checkbox"/> System Recognition <input checked="" type="checkbox"/> Action (e.g., bids, action/consent items) <input type="checkbox"/> Consent (e.g., staffing, policies, grants over \$25k)	<input type="checkbox"/> Information (e.g., grants under \$25k) <input type="checkbox"/> Discussion <input type="checkbox"/> Minutes <input type="checkbox"/> Report <input type="checkbox"/> Special Agenda Type <input type="checkbox"/> Procedure
Aspirational Goals: (May select multiple)	<input type="checkbox"/> 1-Student Achievement <input type="checkbox"/> 2-Effective and Engaged Staff <input checked="" type="checkbox"/> 3-Resource Allocation	<input type="checkbox"/> 4-Family and Community Involvement <input checked="" type="checkbox"/> 5-Health and Safety
Recommended Action:	Board approval of RFP 20MISC8, Security Access Upgrade	
Backup Documents:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO If yes, how many? <u>1</u> Is one a PowerPoint (PPT): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	Submitted: <input checked="" type="checkbox"/> Herewith <input type="checkbox"/> Later <input type="checkbox"/> Both Comment: _____
Immediately following receipt of an email confirmation that this item has been approved by the Superintendent, the person posting this item to BoardDocs is responsible for emailing the approved PPT to jeremy.eccard@fcps.org and kelly.gordon@fcps.org.		

PURPOSE OF PRESENTATION: Staff has reviewed the attached contract and recommends approval by the Board of Education of Frederick County.

BACKGROUND/SUMMARY: The intent of this solicitation is to establish a contract for the upgrade of security and access controls for 58 school locations within FCPS. The upgrade will be in two phases. Phase I will include the replacement of hardware, with ancillary wiring and cabling. Phase II will include the installation of new door readers.

PRESENTER(S) & TITLE(S):

Bill Meekins CPPB, CSBO, CPCP, Purchasing Agent
 Scott Blundell, Supervisor, Security and Emergency Management

SUBMITTED BY:

Kerrie Koopman CPPB, CPPO, Purchasing Manager
 Leslie R. Pellegrino, Chief Financial Officer

RFP 20MISC8
SECURITY ACCESS UPGRADE

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for the upgrade of security and access controls for 58 school locations within Frederick County Public Schools (FCPS). Proposals were received on June 18, 2020.

1. **RFP participation:**

94 proposals downloaded
10 companies submitted a proposal

2. **Proposals were received from:**

ARK Systems, Incorporated (Columbia, MD)
Communications Electronics Systems, LLC (Timonium, MD)
Granilux Holdings, Inc. (Gaithersburg, MD)
Life Safety Solutions Integrators (Manassas, VA)
One Diversified (Sterling, VA)
S3 Integration, LLC (Baltimore, MD)
Securitas Electronic Security, Inc. (Uniontown, OH)
Stanley Convergent Security Solutions dba: Stanley Security (Towson, MD)
Tyto Athene, LLC (Herndon, VA)
Versar Security Systems, LLC (Germantown, MD)

3. **Other facts:**

- The upgrade will be in two phases. Phase I will include the replacement of hardware, with ancillary wiring and cabling. Phase II will include the installation of new door readers.
- It is anticipated that installation will commence on or around July 1, 2020. Completion of the project shall be on, or around, January 31, 2021.
- Securitas Electronic Security's proposal is considered non-responsive and being rejected. They did not submit the correct form of proposal.
- Staff has combined the award for installation of the controller boards and the readers to the same company. This will allow FCPS to have a single point of contact should issues arise during the warranty period.
- Staff is recommending the award of the installation of controller boards and readers to Communications Electronics Systems, LLC. The apparent low bidder, Tyto Athene, LLC submitted a bid qualification that stated they were offering a one-year warranty on parts and labor for the installation. The required warranty for this project was two-years parts and labor.
- This contract will be administered by Scott Blundell, Supervisor, Security and Emergency Management.

4. **Source of Funding:** FY21 Approved Capital Improvements Budget and Construction Fund Amendment #21-01.

B. **Recommendation:** Staff recommends the contract for 20MISC8, Security Access Upgrade, be awarded to Communications Electronics System, LLC, of Timonium, MD, Granilux Holdings, Inc, of Gaithersburg, MD, and S3 Integration, LLC (Baltimore, MD) per the attached Tabulation.

C. **Action taken by the Board (Purchasing use only):**

AB _____ Approved _____ Denied _____ Deferred _____ Other _____ BM/avb

07.08.20 _____ Date _____ Date _____ Date _____ Date BOE Mtg.: 07.08.20

RFP 20MISC8, SECURITY ACCESS UPGRADE
TABULATION

Provide and replace 55 Lenel LNL-1000 controllers with Lenel LNL-x3300 Dual Reader controllers.	Ark Systems	Communications Electronic	Granilux Holdings	Life Safety	One Diversified	S3 Integration	Stanley Security	Tyto Athene	Versar Security
<ul style="list-style-type: none">•Remove current LNL-1000 controller from cabinet•Provide and install LNL-x3300 controller into cabinet•Transfer 12-volt power from the 1000 controller to the x3300 controller•Wire the new x3300 panel to Lenel specifications•Re-address reader interfaces as needed to make promotion work utilizing port 2 and on-board ports•Re-address panels in the Lenel system programming and perform promotion of controller in the Lenel system utilizing FCPS Access Tech’s laptop (on-site)									
Lump Sum (All 55 Schools):	\$ 106,775.00	\$ 100,284.80	\$ 155,065.00	\$ 121,773.71	\$ 543,743.15	\$ 113,958.90	\$ 118,194.20	\$ 101,256.52	\$ 148,363.45
Install Controller Boards, Model LNL-x3300 - Unit Price:	\$ 1,941.00	\$ 1,823.36	\$ 2,819.38	\$ 2,214.07	\$ 2,214.94	\$ 2,071.98	\$ 2,149.00	\$ 1,527.59	\$ 1,664.02
Provide and install HID P/N 910NNNEK2037P SEOS readers in existing locations and remove current magstripe readers from 59 different schools. Work directly with Access Tech to get the new readers programmed into the access system.									
Lump Sum:	\$ 106,371.00	\$ 110,072.52	\$ 109,134.00	\$ 144,451.55	\$ 152,455.50	\$ 125,160.00	\$ 139,757.34	\$ 92,944.74	\$ 135,310.30
Unit Price (Per Reader):	\$ 223.00	\$ 230.76	\$ 228.79	\$ 302.83	\$ 319.61	\$ 280.00	\$ 293.00	\$ 133.80	\$ 146.75
Subtotal of Installation Services	\$ 213,146.00	\$ 210,357.32	\$ 264,199.00	\$ 266,225.26	\$ 696,198.65	\$ 239,118.90	\$ 257,951.54	\$ 194,201.26	\$ 283,673.75
Provide 10,000 high security smart cards for IT and physical access. FCPS has identified the HID Crescendo C2300 Seos 8K Mag Stripe 402380M. Other cards, with similar features, will be considered.									
Lump Sum:	\$ 203,500.00	\$ 171,130.00	\$ 160,000.00	\$ 271,900.07	\$ 261,686.76	\$ 163,100.00	\$ 252,200.00	\$ 168,000.00	\$ 171,600.00
Unit Price (Per Box):	\$ 2,035.00	\$ 17.13*	\$ 1,600.00	\$ 2,719.00	\$ 26.16*	\$ 362.00	\$ 25.20*	\$ 1,680.00	\$ 1,716.00
		* price per card			* price per card		* price per card		
Provide printing materials, i.e. color ribbon and transfer film, to print the proposed 10,000 cards. FCPS utilizes a Fargo HDP5000 Dual Side ID Card Printer.									
Color Ribbon: Fargo YMCKK 084052 (500 prints, front and back)									
Unit Price (Per Box):	\$ 224.00	\$ 152.74	\$ 286.00	\$ 277.57	\$ 4,353.00	\$ 150.00	\$ 4,349.90	\$ 4,170.42	\$ 154.91
Cost for Boxes to Cover 10K Cards	\$ 4,480.00	\$ 3,054.80	\$ 5,720.00	\$ 5,551.40	\$ 87,060.00	\$ 3,000.00	\$ 86,998.00	\$ 83,408.40	\$ 3,098.20
Transfer Film: Fargo HDP 084053 (750 prints, front and back)									
Unit Price (Per Box):	\$ 131.84	\$ 90.02	\$ 84.00	\$ 159.07	\$ 1,597.68	\$ 88.30	\$ 2,000.46	\$ 154.46	\$ 90.96
Cost for Boxes to Cover 10K Cards	\$ 1,845.76	\$ 1,260.28	\$ 1,176.00	\$ 2,226.98	\$ 22,367.52	\$ 1,236.20	\$ 28,006.44	\$ 2,162.44	\$ 1,273.44
Subtotal for Printing Consumables	\$ 6,325.76	\$ 4,315.08	\$ 6,896.00	\$ 7,778.38	\$ 109,427.52	\$ 4,236.20	\$ 115,004.44	\$ 85,570.84	\$ 4,371.64