

**eQUOTE PRICE SHEET**  
**for a**  
**State Purchasing Agreement**  
**for**  
**Security Systems & Services - STATEWIDE**  
**SPA Number: 6803163-PA**  
**Begin Date 07/21/2005 End Date 07/20/2006**

**PURPOSE**

The purpose of this eQuote is to establish a one (1) year State Purchasing Agreement (SPA) for the purchase of Security Systems and Services for use by all State of Florida agencies and other eligible users.

**CERTIFICATION**

By completing and responding to this eQuote, vendor is agreeing to all terms and conditions and certifies that the discounted prices stated will hold for the duration of the agreement and that the security systems and services quote meet or exceed manufacturer's warranty. Vendor will assume all responsibility for damages due to faulty equipment. Price decreases are acceptable on invoice(s) presented for payment. Vendor must complete the signature block on page 11 of the eQuote.

**TECHNICAL DOCUMENTATION & PRICE LIST**

All products quoted must meet or exceed all requirements of this eQuote. When technical documentation and/or price list is required by this eQuote, its purpose is to demonstrate compliance of the product quote and to allow a technical evaluation of the product and verification of a true savings to the State of Florida Eligible Users.

**DELIVERY**

All prices quoted shall include delivery and freight charges to the ordering agency. Stock items should be delivered within twenty-one (21) days after receipt of purchase order. Back ordered items shall be delivered within 15 additional days or as agreed to by the ordering agency.

**PURCHASING CARD PROGRAM**

The State has implemented a purchasing card program through the Bank of America, using the VISA network. Contractors will receive payment from the purchasing card in the same manner as other Visa purchases. Accordingly, bidders must presently have the ability to accept VISA or take whatever steps necessary to implement the ability before the start of the agreement term. The State reserves the right to revise this program in conjunction with implementation of an on-line procurement system. VISA acceptance is mandatory but is not the exclusive method of payment. Please indicate your ability to accept VISA in the space provided on the Ordering Instruction sheet of the eQuote.

When an ordering agency makes a purchase using the State Purchasing Card, as method of payment, the language in paragraph 7, Transaction Fee, on the attached form PUR 7722 does not apply. When the State Purchasing Card is not used as a method of payment, or a purchasing card other than the State Purchasing Card is used the language does apply.

**AWARD**

For each category of security systems and services, a space has been provided to list the manufacturer of the brand of equipment you will be providing. If additional space is needed, please add an additional sheet. An award will be made to the responsive and responsible vendor who offers the highest discount from their list price resulting in the lowest net price to the state. Vendor must submit a copy of their price list to the department at the address below, or provide a website where the price list can be verified. A manufacturer's brand of security systems can only be awarded once on each item and will be awarded to the vendor with the best pricing. Vendor may quote by district (counties) or statewide. Please indicate on Page 8 of eQuote.

## QUESTIONS

If you have questions regarding how to use the eQuote tool (i.e., how to log in, review a quote, submit a response, download and attachment, etc.) please contact the My Florida Market Place Customer Service Desk at 1-866-352-3776 for at [vendorhelp@myfloridamarketplace.com](mailto:vendorhelp@myfloridamarketplace.com) .

If you have questions regarding the eQuote itself, please contact the agency contact person listed on the eQuote. The contact person for this eQuote is Dorothy Stuff, telephone 850-410-2426 or email [stuffd@dms.state.fl.us](mailto:stuffd@dms.state.fl.us)

## Intrusion

<u>Item</u>	<u>Manufacturer and Part #</u>	<u>List Price</u>	<u>Percent Discount From Price List</u>	<u>SPA Price</u>
Security Panel	<u>DSC Premise Pro w/ KP</u>	<u>191.35</u>	<u>30-32</u>	129.79
Loop Expansion Mod	<u>DSC PC5108</u>	<u>43.09</u>	<u>30-32</u>	29.23
LCD Keypad	<u>DSC LCD 5501z- ADTSB</u>	<u>73.44</u>	<u>30-32</u>	49.81
Glass Break Sensor	<u>Sentrol FG1525</u>	<u>45.81</u>	<u>30-32</u>	31.87
Motion Sensor	<u>Sentrol AR 435</u>	<u>83.16</u>	<u>30-32</u>	56.40
Infrared Sensor	<u>DSC ST 302</u>	<u>43.09</u>	<u>30-32</u>	29.23
Audio Sensor			<u>30-32</u>	
Glass Break detector	<u>Sentrol FG1525</u>	<u>45.81</u>	<u>30-32</u>	31.87
Panic Button	<u>Sentrol 270r</u>	<u>25.81</u>	<u>30-32</u>	17.51
Water Sensor	<u>GRI 2800</u>	<u>12.08</u>	<u>30-32</u>	8.21
Single Door Contact	<u>Sentrol 1025 – TWM( form C)</u>	<u>2.74</u>	<u>30-32</u>	1.86
Temperature Monitor	<u>B3610 room temp</u>	<u>81.11</u>	<u>30-32</u>	55.01
Double Door Contact	<u>Sentrol (2 items above)</u>	<u>5.48</u>	<u>30-32</u>	3.72
Overhead Door Contact	<u>Sentrol 2202AL</u>	<u>11.21</u>	<u>30-32</u>	7.45
Siren	<u>Sentrol Rx-7</u>	<u>8.64</u>	<u>30-32</u>	5.86
Wireless Module(16 loop)	<u>DSC PC 5132-433</u>	<u>76.68</u>	<u>30-32</u>	52.01
Wireless Panic Button	<u>DMP fa 210</u>	<u>64.13</u>	<u>30-32</u>	43.50
Smart Audio Module				
Contact Sensors for Doors	<u>427450</u>	<u>44.00</u>	<u>30-32</u>	29.84
Contact Sensors for Windows	<u>SAME</u>			

## Access Control

Access Panel (4 doors)	<u>Northern Computers</u>	1976.46	<u>30-32</u>	725.18
	<u>ADTS2 N4 op 30</u>			
Key Pad	<u>Northern KP-12</u>	282.83	<u>30-32</u>	191.83
Software if needed	<u>Northern Winpak 2</u>	1069.20	<u>30-32</u>	725.18
Keyless entry				
Proximity Reader	<u>Northern OP10-fwmg</u>	129.60	<u>30-32</u>	87.90
Photo ID	<u>HID 1386LGGMN</u>	6.02	<u>30-32</u>	4.08
Electric Strike Lock	<u>Securitron UNL-24</u>	266.00	<u>30-32</u>	180.42
Card Readers	<u>Northern NR-2-WR</u>	6.02	<u>30-32</u>	173.99
Magnetic Lock (600lbs)	<u>Securitron M32-24</u>	286.01	<u>30-32</u>	193.98
Finger Print Locks(Reader ?)	<u>V FLEX</u>	1047.60	<u>30-32</u>	712.37
Request to exit motion	<u>DSC Trex XL2</u>	102.66	<u>30-32</u>	69.63
Digital door locks				
Touch Sense Bar	<u>Securitron TSB 3CL</u>	324.00	<u>30-32</u>	219.75
Card Printers	<u>Magicard PBVP 35</u>	6426.00	<u>30-32</u>	4358.43
Key fob	<u>HID 1346ssmn-37</u>	7.20	<u>30-32</u>	4.88

**CCTV**

<b><u>Item</u></b>	<b><u>Manufacturer</u></b>	<b><u>Percent Discount List Price</u></b>	<b><u>From Price list</u></b>	<b><u>SPA Price</u></b>
<b><u>Cameras</u></b>				
Color	G E KTC 205cc	<u>270.00</u>	<u>30-32</u>	<u>183.13.</u>
Black & White	G E KTC 110	<u>152.00</u>	<u>30-32</u>	<u>103.09</u>
Dome	G E KTC 215cc	<u>328.00</u>	<u>30-32</u>	<u>222.47</u>
Pan Tilt & Zoom	G E KTA-H4	<u>3036.00</u>	<u>30-32</u>	<u>2059.16</u>
Covert	G E GBC-CL-450	<u>296.00</u>	<u>30-32</u>	<u>200.19</u>
Wireless (indoor)	Not Avail – non apprvd			
<b><u>Lens</u></b>				
Fixed	G E KTL-8A	<u>106.00</u>	<u>30-32</u>	<u>71.89</u>
Varifocal	G E KTL 3-8VA	<u>162.00</u>	<u>30-32</u>	<u>109.88</u>
Bullet	ADC722WP	<u>165.24</u>	<u>30-32</u>	<u>112.07</u>
Infrared (indoor)	Extreme EX26N8306	<u>640.00</u>	<u>30-32</u>	<u>435.50</u>
Infrared (Outdoor)	Extreme EX27sx	<u>1080.00</u>	<u>30-32</u>	<u>734.40</u>
Mini Dome	G E KTC 215cc	<u>328.00</u>	<u>30-32</u>	<u>222.47</u>
Night Vision	Extreme EX26N8306	<u>640.00</u>	<u>30-32</u>	<u>435.50</u>
<b><u>Power Supply</u></b>				
Single Camera	G E PSU 1amp	<u>20.00</u>	<u>30-32</u>	<u>13.56</u>
4 Camera	G E KTP-24-4	<u>147.74</u>	<u>30-32</u>	<u>100.46</u>
8 Camera	G E KTP-24-8 (fused)	<u>262.00</u>	<u>30-32</u>	<u>177.70</u>
16 Camera	G E KTP-24-16	<u>221.62</u>	<u>30-32</u>	<u>150.70</u>
<b><u>DVR</u></b>				
Quad	see below 4 camera			
Embedded	see GE below			
PC Based	American Dynamics			
	ADD60032D050	<u>8436.00</u>	<u>30-32</u>	<u>5736.00</u>
4 camera embedded	GE DVMRe 4pro160	<u>4342.00</u>	<u>30-32</u>	<u>3039.00</u>
10 camera embedded	GE DVMRe10pro320	<u>6147.00</u>	<u>30-32</u>	<u>4302.90</u>
16 camera embedded	GE DVMRe16pro320	<u>7617.00</u>	<u>30-32</u>	<u>5332.00</u>
W/remote surveillance	included in most			
Real Time	included in most			
<b><u>Monitors</u></b>				
Color	G E MVC21	<u>766.00</u>	<u>30-32</u>	<u>519.54</u>
Flat Screen	G E KLC-17 HS	<u>1395.96</u>	<u>30-32</u>	<u>949.45</u>
<b><u>Digital</u></b>				
High Resolution	G E MVC-19HR	<u>1188.00</u>	<u>30-32</u>	<u>805.76</u>
Black & White	G E MV-15S	<u>316.00</u>	<u>30-32</u>	<u>214.33</u>

Processors (PTZ?)

Black and white	G E	<u>CBR-PB2 PH</u>	<u>402.00</u>	<u>30-32</u>	<u>273.36</u>
Color		<u>SAME</u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
Labor		<u>                    </u>	<u>90-98 /hour</u>	<u>                    </u>	<u>77.00</u>
Maintenance		<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>varied W/each</u>
Monitoring Service		<u>                    </u>	<u>\$420 annual</u>	<u>20-22</u>	<u>372.00</u>
Installation		<u>                    </u>	<u>90-98 /hour</u>	<u>                    </u>	<u>75.00</u>
After Hours Service		<u>                    </u>	<u>95-125/hr</u>	<u>                    </u>	<u>88.00</u>

Other

<u>Way too many items to list !</u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
<u>Services</u>	<u>Video monitoring for security guard replacement or enhancement</u>	<u>                    </u>	<u>                    </u>
	<u>Video Guard Tours</u>	<u>                    </u>	<u>                    </u>
	<u>Video Auditing for specialized video reports and customized monitoring</u>	<u>                    </u>	<u>                    </u>
	<u>Visitor Management programs – stand alone or access control enhanced</u>	<u>                    </u>	<u>                    </u>
	<u>Vehicle/ Fleet Management - vehicle status and monitoring reports</u>	<u>                    </u>	<u>                    </u>

Geographic Area/District covered by vendor will be: (All) N. S. E. W.

Companies who offer fire alarm monitoring must have a UL listed central monitoring center.

Any and all additional equipment, parts etc. needed to complete a system that are not listed above will be provided to the user at no less than the discount offered above.

Vendor must be able to provide 24/7 service technicians to customers to fix problems after hours as well as during hours. Premise must be secure when technician leaves or someone must be provided at vendors expense to secure premise until system can be fixed. ADT Response: we would like more details or conditions added.

If vendor sees a pattern of false alarms developing at a location they will contact user and make arrangements to come and check equipment and if necessary retrain all personnel on the use of the equipment.

In regards to false alarms if the alarm is the fault of the customer then the customer will pay any and all associated fees and or fines. If the false alarm is the result of an equipment malfunction then the vendor will pay all associated fees/fines.

Please state below your companies policy on false alarms.

Response to condition above: ADT Security Services Inc. would invite the opportunity to discuss further the issue of responsibility of vendor and customer pertaining to ADT installed systems and non-ADT installed systems. Also ADT typically evaluates each system and installation case by case to determine the absolute fairness in assigning responsibility to local fines or penalties levied by Authorities Having Jurisdiction (AHJ).

Please see on [www.adt.com](http://www.adt.com) our program called FADE – False Alarm Dispatch Elimination – program. This helps explain the positive approach that ADT has about reducing false alarms that cause money and frustration to police and fire depts., customers, and to us at ADT.

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Trying to determine the cause of alarms and establishing the fault of an alarm is often very difficult to understand. Security Industry studies show that 80% of false alarms occur because of operator error. However we do recognize that equipment failure can and does happen and ADT will evaluate case by case the responsibility of fines to be assumed by ADT. We have worked this out with many of our customers both large and small, private and government.

The terms list above need more definition to reduce any misunderstanding and assumption when trying to determine fault. Technical inspections need to verify any and all existing systems. All false alarms caused by Acts of God are not the responsibility of ADT and are excluded. ADT welcomes the opportunity to discuss further these issues.

**SAVINGS/PRICE REDUCTIONS**

eQuote No. \_\_\_\_\_

Respondent is required to furnish the percent (%) savings in prices offered in this eQuote compared to retail, list, published or other usual and customary prices that would be paid by the purchaser without benefit of an agreement resulting from this eQuote.

DATE

COMPETITIVE PRICES OFFERED AVERAGE 30-32% SAVINGS.

HOW CAN WE VERIFY THE CLAIMED SAVINGS (example: retail or other usual and customary prices published at (url), or other source of benchmark prices)?

\_\_\_\_\_  
SEE [www.adt.com](http://www.adt.com) GSA published price list and commercial listings  
\_\_\_\_\_  
\_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_

TELEPHONE NUMBER: 904-732-7718

RESPONDENT NAME: Pete Pellegrinelli

IF AGREEMENT AWARDED, STATE PURCHASING ANALYST/SPECIALIST TOOK THE FOLLOWING STEPS TO VERIFY SAVINGS:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

WHAT WERE THE RESULTS? \_\_\_\_\_

PURCHASING ANALYST/SPECIALIST: \_\_\_\_\_

## **Ordering Instructions**

CONTRACTOR: ADT Security Services, Inc.

SPURS VENDOR NUMBER: 581814102-020

### **eQuote/Agreement Administration**

Please identify the person who will be responsible for administering the agreement on your behalf if award is made, and include an emergency contact phone number:

Name: Pete Pellegrinelli

Title: National Account Mgr

Street Address: 7818 Philips Hwy

Email Address: ppellegrinelli@adt.com

Phone Number(s): 904-732-7718 Toll Free – 866-261-9296, cell 904 699-4884

Fax Number: 904-732-7763

If the person responsible for answering questions about the agreement is different from the person identified above, please provide the same information for that person.

Name: Jennifer Hulse

Title: Sr Support Mgr – National Accounts

Street Address: 8607 Roberts Dr Atlanta, GA 30350

Email Address: jhulse@adt.com

Phone Number(s): 678-585-5820 TF – 877-587-3871

Fax Number: 678-585-5801

### **Direct Orders**

Please provide the following information about where the Customers should direct orders. You must provide a regular mailing address. If equipped to receive purchase orders electronically, you may also provide an Internet address.

Street Address or P.O. Box: 7818 Philips Hwy

City, State, Zip: Jacksonville, FL 32256

Phone Number: 904-732-7718

Toll Free Number: 866-261-9296

Ordering Fax Number: 904-732-7763

Internet Address: ppellegrinelli@adt.com

Federal ID Number: 581814102

Remit Address: 8607 Roberts Dr

City, State, Zip: Atlanta, GA 30350

Email Address: jhulse@adt.cm

**Attach additional addresses for all locations in Florida authorized to perform services under this agreement. All locations must be registered in MyFloridaMarketPlace.**