



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: July 21, 2025

Agenda Section: Discussion and Possible Action

Agenda Item Title: Accept Quote for Enhanced School Security Infrastructure - Verkada Security Camera Installation Project from Intech Southwest Services

From: Tony Kingman, Chief Financial Officer

Additional Presenters if Applicable: N/A

Description: The district has received three quotes from Intech Southwest Services for various components of the SSISD Security Project. These quotes cover:

Quote #440012-rev 1 of 1 (Camera Installation Services): This project involves a comprehensive overhaul of the district's camera surveillance system, including the removal of old cameras, installation of new Verkada cameras (both indoor and outdoor), configuration and testing of the new system, and the necessary network infrastructure upgrades such as cabling and design. It also includes the rental of specialized equipment like scissor and boom lifts for installation.

Quote #440011 rev 1 of 1 (Switches Installation Services): This project focuses on upgrading the district's network infrastructure by replacing existing switches with new Aruba switches. The services include physical installation, custom configuration to meet district needs, thorough testing to ensure connectivity, and post-installation support.

Quote #440391rev 1 of 1 (Verkada Guest Installation Services): This project is dedicated to implementing the Verkada Guest visitor management system across all 13 campuses. It includes the delivery, deployment, and setup of associated hardware such as Brother printers, iPad stands, and iPads, as well as comprehensive training for district technology and administrative staff on how to effectively use the system.

The combined total for all three Intech Southwest Services quotes is \$80,628.00.

Historical Data: The primary goal is to support school systems in meeting the School Safety Requirements outlined in 19 Texas Administrative Code (TAC) Chapter 61, School Districts, Subchapter CC, Commissioner's Rules Concerning School Facilities, §61.1031. These are often referred to as the "School Safety Standards."

Recommendation: The district is recommending the acceptance of Quote #440012-rev 1 of 1 for \$47,388.00, Quote #440011 rev 1 of 1 for \$15,040.00, and Quote #440391rev 1 of 1 for \$18,200.00, all from Intech Southwest Services, for a combined total of \$80,628.00 for the SSISD Security Project.

Purchasing Director and Approval Date: Victoria Cantu, July 9, 2025 | RFP 2024-06 Enhanced School Security

Funding Budget Code and Amount: N/A

District Goals: To enhance and upgrade comprehensive safety and security measures designed to protect all students, staff, and campus facilities within the district.



Intech Southwest
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San Antonio, Texas
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<http://www.intechsouthwest.com>
(P) 210-690-0000
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Quotation (Open)	
Date	Jun 11, 2025 09:29 AM CDT
Modified Date	Jun 11, 2025 09:30 AM CDT
Quote #	440012 - rev 1 of 1
Description	SSISD SECURITY PROJECT - SERVICES ONLY - CAMERA INSTALLATION
SalesRep	Lopez, Sam (P) 210-690-0000
Customer Contact	DeLeon, Isreal (P) 210-977-7375 israel.deleon@southsanisd.net

Customer

South San Antonio ISD (SouthSA400)
DeLeon, Isreal
5622 Ray Ellison Blvd
San Antonio, TX 78242
United States
(P) (210) 977-7375
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Customer PO:	Terms: Undefined	Ship Via: UPS Ground
Special Instructions:		Carrier Account #:

#	Image Description	Part #	Qty	Unit Price	Total
CAMERA PROJECT SERVICES - HIGH SCHOOL ONLY					
1	Intech Southwest Services - Camera Installation for South San ISD District Wide Camera Project	CAMERA INSTALLATION	204	\$122.00	\$24,888.00
Note: SOW: ONSITE REMOVAL OF 500 EXISTING CAMERAS AT ALL SOUTH SAN ISD LOCATIONS INTECH SOUTHWEST WILL PALLETIZE AND DELIVER THESE CAMERAS TO SAID DESIGNATED LOCATION PROVIDED BY SOUTH SAN ISD INSTALLATION OF 628 NEW VERKADA CAMERAS AND MOUNTS FOR SOUTH SAN ISD AT ALL DESIGNATED LOCATIONS - 485 INDOOR CAMERAS & 143 OUTDOOR CAMERAS CONFIGURATION OF ALL NEW ANGLES AND VIEWS OF CAMERAS AS DETERMINED BY SOUTH SAN ISD TESTING OF ALL NEW CAMERA EQUIPMENT WITH SOUTH SAN ISD ON SOUTH SAN ISD NETWORK 90 DAY POST INSTALLATION SUPPORT FROM INTECH SOUTHWEST AND VERKADA NETWORKS BY CABLING AND ENGINEERING TEAM NEW NETWORK DESIGN OF CAMERA INFRASTRUCTURE FOR SOUTH SAN ISD BY WALKING AND MAPPING OUT ALL NEW CAMERAS AT ALL SOUTH SAN ISD CAMPUS'S THIS DESIGN MAP DOCUMENT WILL BE PROVIDED TO SOUTH SAN ISD TO HAVE AND KEEP TRASH REMOVAL					
2	Intech Southwest Services - Cat 6A Cable run for South San ISD District Wide Camera Project	CABLE RUN FOR CAMERAS	10	\$350.00	\$3,500.00
Note: SOW: NEW CAT 6A LEVITON CABLE RUN FOR VERKADA CAMERA PROJECT FOR SOUTH SAN ISD PROJECT CONSIST OF 140 CABLE RUNS FOR 140 CAMERA LOCATIONS FOR SOUTH SAN ISD 20 YEAR WARRANTY INCLUDED FOR CABLE FROM MANUFACTURER					
3	Intech Southwest Services - Scissor Lift Rental for Access Control Project for South San ISD	SCISSOR LIFT	1	\$9,500.00	\$9,500.00
4	Intech Southwest Services - Boom Lift Rental for Camera Project for South San ISD	BOOM LIFT	1	\$9,500.00	\$9,500.00

This quote is valid for 30 days from the Quotation Date. Please contact your sales representative for updated pricing if your order is placed after that time period.

This quote is subject to change in the event of new or updated tariffs, levies or excise taxes from the federal government that are beyond the control of Intech Southwest.

RMA Policy: Defective merchandise must be returned within 15 days of receipt of product or manufacturer warranty applies for repair. Non-defective merchandise must be returned within 30 days of receipt. Non-defective product must be unopened and factory-sealed to be eligible for return. Intech Southwest offers a

Subtotal:	\$47,388.00
Product Subtotal:	\$47,388.00
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$47,388.00

replacement only for unopened software returns. Returns will only be accepted if accompanied by a valid RMA number provided by Intech Southwest. Some special orders are non-returnable and the manufacturer must be contacted. Intech Southwest reserves the right to refuse the return of incomplete and opened products or charge a 15% restocking fee for returns that are accepted.



Intech Southwest
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San Antonio, Texas
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(P) 210-690-0000
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Quotation (Open)

Date

Jun 11, 2025 09:28 AM CDT

Modified Date

Jun 11, 2025 09:28 AM CDT

Quote #

440011 - rev 1 of 1

Description

SSISD SECURITY PROJECT - SERVICES ONLY
- SWITCHES INSTALLATION

SalesRep

Lopez, Sam
(P) 210-690-0000

Customer Contact

DeLeon, Isreal
(P) 210-977-7375
israel.deleon@southsanisd.net

Customer

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Customer PO:**Terms:**

Undefined

Ship Via:

UPS Ground

Special Instructions:**Carrier Account #:**

#	Image	Description	Part #	Qty	Unit Price	Total
SWITCH INSTALLATION AND CONFIGURATION SERVICES						
1		Intech Southwest Services - Switch Installation and Configuration for South San ISD	SWITCH CONFIGURATION	64	\$235.00	\$15,040.00
Note: SOW: INTECH SOUTHWEST WILL CREATE BRAND NEW CUSTOM SWITCH CONFIGURATION FOR SSISD ONITE PHYSICAL REMOVAL OF CURRENT SWITCHES AND INSTALLATION OF NEW ARUBA SWITCHES AT DESGIGNATED CAMPUS(S) AT SSISD TESTING OF ALL ARUBA SWITCHES TO ENSURE POWER AND CONNECTIVITY THROUGH OUT CAMPUS(S) FOR SSISD 90 DAY POST INSTALLATION OFFSITE AND ONSITE NETWORK SWITCH SUPPORT FOR SSISD						

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RMA Policy: Defective merchandise must be returned within 15 days of receipt of product or manufacturer warranty applies for repair. Non-defective merchandise must be returned within 30 days of receipt. Non-defective product must be unopened and factory-sealed to be eligible for return. Intech Southwest offers a replacement only for unopened software returns. Returns will only be accepted if accompanied by a valid RMA number provided by Intech Southwest. Some special orders are non-returnable and the manufacturer must be contacted. Intech Southwest reserves the right to refuse the return of incomplete and opened products or charge a 15% restocking fee for returns that are accepted.

Subtotal:	\$15,040.00
Product Subtotal:	\$15,040.00
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$15,040.00



Intech Southwest
 4778 Research Drive
 San Antonio, Texas
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<http://www.intechsouthwest.com>
 (P) 210-690-0000
 (F) 210-690-0200

Quotation (Open)	
Date	Jul 07, 2025 01:48 PM CDT
Modified Date	Jul 07, 2025 02:22 PM CDT
Quote #	440391 - rev 1 of 1
Description	SSISD SECURITY PROJECT - SERVICES ONLY - VERKADA GUEST
SalesRep	Lopez, Sam (P) 210-690-0000
Customer Contact	DeLeon, Isreal (P) 210-977-7375 israel.deleon@southsanisd.net

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Special Instructions:		Carrier Account #:

#	Image Description	Part #	Qty	Unit Price	Total
VERKADA GUEST INSTALLATION SERVICES					
1	Intech Southwest Services - Onsite & Remote Support of Configuration and Installation of Verkada Guest for South San ISD	VERKADA GUEST SET UP	13	\$1,400.00	\$18,200.00
Note: SOW: ONSITE DELIVERY, DEPLOYMENT AND SETUP OF BROTHER PRINTERS, IPAD STANDS, AND IPADS FOR SOUTH SAN ISD AT ALL 13 CAMPUS LOCATIONS SET UP AND TRAINING OF VERKADA GUEST FOR SOUTH SAN TECHNOLOGY DEPARTMENT AND OR ADMINISTRATION UP TO 4 ADDITIONAL TRAINING SESSIONS FOR SOUTH SAN ISD ON HOW TO USE VERKADA GUEST					

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Subtotal:	\$18,200.00
<i>Product Subtotal:</i>	<i>\$18,200.00</i>
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$18,200.00