



Clocks/PA/Speaker Installation RFP

KRESA

1819 East Milham, Portage, MI 49002

Prepared For:
Mark Spackman

Buist

2 – 84th Street SW
Byron Center, MI 49315
(616) 878-3315

Project Manager: Chris Hamilton

Opportunity Number: OP-2567322

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Summary Scope of Work

Buist is pleased to provide this quote for products and services to KRESA. Buist will provide and install AtlasIED hardware, data cabling, Ruckus network electronics for KRESA buildings as required by the following:

- Addendum 1 revised specifications and plans
- Pre-bid walkthrough agreements

Detail Scope of Work

Provide and install the following equipment:

KRESA Commons Building

- (21) AtlasIED IP-SDMF
- (21) AtlasIED IP-SEST-SD
- (3) AtlasIED IP-DDS
- Qty. (as required for hardware) General Cable – GenSPEED6 Cat6 Plenum Cable*
- Qty. (as required for hardware) Panduit CJ688TGBU Mini-Com Terminations*
- Qty. (as required for hardware) Panduit CPPL24WBLV 24-Port Patch Panel*
- (1) Ruckus ICX8200-48PF2-E Ethernet Switch
- *PanGen cabling infrastructure solution provided as agreed upon during the pre-build walkthrough. KRESA requirement stated as General Cable with Panduit Mini-Com terminations

KRESA South Street Building

- (14) AtlasIED IP-SDMF
- (14) AtlasIED IP-SEST-SD
- (3) AtlasIED IP-DDS
- Qty. (as required for hardware) General Cable – GenSPEED6 Cat6 Plenum Cable*
- Qty. (as required for hardware) Panduit CJ688TGBU Mini-Com Terminations*
- Qty. (as required for hardware) Panduit CPPL24WBLV 24-Port Patch Panel*
- (2) Ruckus ICX8200-48PF2-E Ethernet Switch
- (1) DAC Cable
- *PanGen cabling infrastructure solution provided as agreed upon during the pre-build walkthrough. KRESA requirement stated as General Cable with Panduit Mini-Com terminations

KRESA Valley Center Building

- (12) AtlasIED IP-SDMF
- (12) AtlasIED IP-SEST-SD
- (2) AtlasIED IP-DDS
- Qty. (as required for hardware) General Cable – GenSPEED6 Cat6 Plenum Cable*
- Qty. (as required for hardware) Panduit CJ688TGBU Mini-Com Terminations*
- Qty. (as required for hardware) Panduit CPPL24WBLV 24-Port Patch Panel*
- *PanGen cabling infrastructure solution provided as agreed upon during the pre-build walkthrough. KRESA requirement stated as General Cable with Panduit Mini-Com terminations

KRESA West Campus Building

- (38) AtlasIED IP-SDMF
- (38) AtlasIED IP-SEST-SD
- (6) AtlasIED IP-DDS
- Qty. (as required for hardware) General Cable – GenSPEED6 Cat6 Plenum Cable*
- Qty. (as required for hardware) Panduit CJ688TGBU Mini-Com Terminations*
- Qty. (as required for hardware) Panduit CPPL24WBLV 24-Port Patch Panel*
- (1) Ruckus ICX8200-48PF2-E Ethernet Switch
- *PanGen cabling infrastructure solution provided as agreed upon during the pre-build walkthrough. KRESA requirement stated as General Cable with Panduit Mini-Com terminations

KRESA Woodsedge Building

- (40) AtlasIED IP-SDMF
- (40) AtlasIED IP-SEST-SD
- (3) AtlasIED IP-DDS
- Note: unused existing data drops will be repurposed for the new AtlasIED end points. This was agreed upon during the pre-bid building walkthrough. No new Ruckus switch hardware is provided, as it is assumed existing data drops are currently patched to an active switch port in existing switch hardware.

Price

Total Bid Price: **As listed on the Appendix E – Cost Analysis Forms**

Quoted pricing is valid for 30 days.

End-user (Purchaser) will incur any additional tariff fees passed on to Buist, by the supplier(s) at the time of supplier invoicing to Buist. Any of these fees, if they were to occur, will be passed on to the end-user (Purchaser) without additional markup. Should this occur, the Buist Project Manager will communicate this situation with the End-user (Purchaser) prior to invoicing any additional amounts.

Tax is not included as it is assumed that KRESA will provide a tax-exempt form to Buist.

Price assumes all work to be completed Monday - Friday during first shift from 7:00 AM to 4:30 PM, unless otherwise stated above.

Alternatively, change requests to the above scope of work are subject to a change order proposal and/or contract revision after signature or PO approval. Buist reserves the right to issue a change order for scope of work change control and requests.

Buist may issue either a T&M invoice or change order to account for lost time due to unreasonable client-driven delays. Prior to the customer incurring additional costs, Buist will communicate any challenges they are experiencing due to customer delays, the fiscal impact on the project, and an estimated overage.

Assumptions and Clarifications

- General
 - It is assumed that KRESA will award approved buildings to a single vendor (ie. – not award certain buildings to one bidder and other buildings to other bidders). It is understood that KRESA may not award all buildings, based on available budget. However, it is assumed that any buildings that are awarded will be awarded to a single vendor
- Data Cabling
 - A PanGen (Panduit/General Cable) plenum-rated solution has been provided as required by the owner during the pre-bid walkthrough
 - The owner is to provide all patch cables that are required, per Addendum 1 specifications
 - Data cabling is not provided for the Woodsedge building as agreed upon during the pre-bid walkthrough. Existing unused data will be repurposed/relocated to serve the new AtlasIED endpoints
- Network Electronics
 - It is assumed that Ruckus switch configuration will be provided by the KRESA IT team
 - Ruckus switch hardware is not provided for the Woodsedge building as agreed upon during the pre-bid walkthrough. It is assumed that existing data drops are already patched to existing switch hardware
 - The specification document calls for the option to “demo” switches. Since Buist is providing the basis-of-design Ruckus switches, we are not including the option for a “demo” switch
 - The specification document calls for “licensing options as appropriate”. Buist has not included any licensing options
- AtlasIED Equipment
 - It is assumed that KRESA will configure the IP endpoints as appropriate for the KRESA deployment of Informacast
 - Informacast licensing is not included (nor any licensing of any kind)

Exclusions

- Firewall, ceiling, roof, and floor penetration
- Necessary gypsum board replacement and/or repair
- Necessary ceiling tile or T-bar modifications, replacements, and/or repair
- All millwork (moldings, trim, cutouts, etc.)
- Patching and painting
- Unless otherwise stated, this agreement does not include prevailing wage or union labor

General Client Responsibilities

The below statements are general client responsibilities, expectations, and assumptions unless otherwise noted in the scope of work above.

General Expectations of Client

- Provide a project leader who will be available for consultation and meetings
- Provide timely review and approval of all documentation noted in Section B
- Provide and schedule access to allow for Buist integration
- Client staff will be expected to actively participate in this engagement. Buist will request that individuals with relevant domain, business, and/or technical expertise be made available, as required. These participants will be the acknowledged spokespersons for the areas they represent.
- Site preparation by the Client and their contractors per Buist specification
- Site preparation will be verified by Buist project manager or representative before the scheduling of the installation. When installing electronic equipment, all work areas should be clean and dust free prior to the beginning of the on-site installation.
- Client communication of readiness will be considered accurate and executable by Buist project manager

Facilities Coordination and Responsibility

- Provide reasonable access for Buist personnel to the facilities during periods of integration, testing, and training, including off-hours and weekends
- Provide a secure area to house all integration materials and equipment
- Keyed or badge access to the necessary areas of the building/facility and the room(s) for equipment and materials are provided to the Buist foreman

IT Coordination and Responsibility

- KRESA will provide all IT configurations required by equipment in this proposal

Standard Project Delivery and Deliverables

A project may include the following project management workflow, from project to completion:

- Progress meetings
- Onsite installation
- Project final completion

During this workflow, client signature on documentation may be required or requested dependent of the scope of work of the project.

Warranty

- Buist warrants the Client that all electronic components will be free from defects in workmanship for a period of ninety (90) days. If any defect is discovered within this period, Buist will repair or replace the defective components at its sole discretion, provided that the Client notifies Buist within thirty (30) days of discovering the defect. If any products installed by Buist are misused, altered, or repaired by anyone other than a Buist representative, resulting in an adverse effect,

Buist's warranty and obligations will be void. This includes, but is not limited to, third-party software updates, firmware upgrades, and any other alterations or updates to software or operating systems. Any subsequent services provided by Buist will be billed at Buist's standard time and material billing rate at the time of service.

- The warranty on infrastructure cabling and its installation is valid for (1) year (Buist Workmanship Warranty). If any defects in the cabling or its installation are discovered within this period and are the result of Buist's workmanship, Buist will repair or replace the defective items at its sole discretion, provided that the Client notifies Buist within thirty (30) days of discovering the defect.
- Panduit/General Cable (PanGen) provides a 25-year Limited Hardware Warranty for the cabling and termination hardware provided.
- The above warranties do not cover repairs or replacements necessitated by accidents or damage resulting from fire, wind, water, hail, lightning, earthquakes, acts of God, or similar causes originating outside the components, unless such damages were within the control of Buist or caused by the negligence of Buist or its employees.
- Any equipment specified may have additional manufacturer hardware warranties that would be honored directly by the manufacturer. Labor associated with repairing or replacing this equipment will be billed at Buist T&M service rates.
- Buist can work with you to develop a service and/or maintenance agreement that can be tailored to your needs. Options include purchasing yearly block time hours or custom plans that provide monthly, quarterly, or yearly maintenance and service on your equipment.

Approval

Buist is excited to provide this proposal to KRESA. Buist is built around a talented pool of highly certified, qualified, and motivated leaders that take immeasurable pride in the work they produce.

Our commitment to you on this project is a vastly superior experience powered by individuals that care, backed by an organization in Buist that has been built on standards of excellence.

This proposal includes a set of turnkey solutions meeting the specifications provided. Included in this proposal are all equipment, hardware, labor, and deliverables to ensure a successful project.

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work specified.

Date Accepted: _____

Signature: _____

P.O. #: _____

(Please sign and email back)

Thank you for the opportunity to submit this quotation. Please feel free to contact me directly at (616) 204-8650 or via email at chamilton@buist.com with any questions.

Respectfully,

BUIST

Chris Hamilton

Chris Hamilton
Project Manager
CH/kl

Due to current supply chain challenges, material costs are subject to review until a PO / contract is received or signed. For longer lead time items, we are seeing shorter expiration dates on supplier / manufacturer quotes, as well as price escalation in the interim between PO issuance & date of shipment. We will make every effort to keep you informed, work diligently to keep these costs in check, and be transparent with any costs we need to pass along.

APPENDIX A - Intent to Bid Form

Please submit the following form if you intend to bid via email to mark.spackman@kresa.org. Forms must be received on or before **3:00 pm on 5/12/25**. Only bidders which have returned the "Intent to Bid Form" will be notified of any addendum to this RFP.

Company Name Buist

Vendor Equipment Proposed: TBD

Address 2 84th Street

Byron Center, MI 49315

Contact Name Chris Hamilton

Phone No. 616-878-3315

Fax. No. 616-878-3556

E-Mail Address chamilton@buist.com

Please submit form to:

Kalamazoo RESA

Mark Spackman, Technology Site Coordinator

Clock/PA/Speaker Installation RFP

Email: mark.spackman@kresa.org

APPENDIX B - Bid Signature Form

The undersigned declares that he/she has carefully examined all the items of the Request for Proposal (RFP) and that he/she fully understands the requirements of the same. Bids shall include installation as specified, and the successful bidder shall obtain all required permits.

Please submit this form via email to mark.spackman@kresa.org


Bids to include any shipping charges F.O.B. Kalamazoo, Michigan.

Firm Name: Buist

Date: 5/12/25

Address: 2 - 84th St SW, Byron Center, MI 49315

Telephone: 616-878-3315

Signature: 
Steve Longstreet, President

(Person executing bid and official capacity)

APPENDIX C - Affidavit of Bidder - Familial Relationships Form

The undersigned, the District or authorized officer of Buist (the "Bidder"), pursuant to the familial disclosure requirement provided in the Kalamazoo RESA (the "School District") advertisement for service Bid, hereby represent and warrant, except as provided below, that no familial relationships exist between the bidder(s) or any employee of the School District, and any member of the Board of Education of the School District or the Superintendent of the School District.

List any familial relationships: N/A

☒ **There is no familial relationship that exists** between the owner and any employee of the bidder and any member of the Kalamazoo RESA Board of Education or the Superintendent of Kalamazoo RESA. (check if none)

Bidder's Firm

Name Buist
By (Signature) [Signature]
Printed Name & Title Steve Longstreet, President

Subscribed and sworn to by before me on the 12th day of May, 2025.

Signature [Signature]
Printed Name Laura Bieber

Notary public, State of Michigan, County of Acting in the County of Kent

My commission expires 1/2/2026

BOARD OF EDUCATION

Skip Knowles, President
Dave Webster, Vice President
Lynne Cowart, Secretary
Delores Myers, Treasurer
Randy VanAntwerp, Trustee
Dedrick Martin, Superintendent

LAURA BIEBER
Notary Public, Allegan County, MI
My Commission Expires Jan 2, 2026
Acting in the county of Kent

Please submit this form via email to mark.spackman@kresa.org

APPENDIX D - CERTIFICATION OF COMPLIANCE – IRAN ECONOMIC SANCTIONS ACT

Michigan Public Act No. 517 of 2012

The undersigned, the owner, or authorized officer of the below-named company (the “Company”), pursuant to the compliance certification requirement provided in the Kalamazoo RESA Request For Bid (the “RFP”), hereby certifies, represents, and warrants that the Company (which includes its officers, directors and employees) is not an “Iran Linked Business” within the meaning of the Iran Economic Sanctions Act, Michigan Public Act No. 517 of 2012 (the “Act”), and that in the event the Company is awarded a contract by Kalamazoo RESA as a result of the aforementioned RFP, the Company is not and will not become an “Iran Linked Business” at any time during the course of performing any services under the contract.

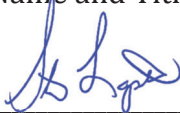
The Company further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or two (2) times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the Kalamazoo RESA’s investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a request for bid for three (3) years from the date it is determined that the person has submitted the false certification.

Buist

Name of Company

Steve Longstreet, President

Name and Title of Authorized Representative



Signature

5/12/25

Date

Please submit this form via email to mark.spackman@kresa.org

APPENDIX E – Cost Analysis Form

The following cost analysis must be completed by the vendor. **This is the minimum that must be completed.** please list other costs associated with your proposal that are not included in this form. Vendors are encouraged to provide more detailed information on pricing.

Please submit this form via email to mark.spackman@kresa.org

CLOCK/PA/SPEAKER BID	
KRESA Commons Building	Totals
Equipment	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$ 23,551.83
Atlas IP-SEST-SD Enclosure (sum of total required)	\$ 1,737.10
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$ 4,158.76
Category 6 cabling (sum of total required)	\$ 1,501.67
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$ 3,963.75
Total Equipment	\$ 34,913.11
Installation Services	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$ Buist quoting software only totals labor
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$ per building, not by product type. All labor
Category 6 cabling (sum of total required)	\$ included in total below for the building.
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
Total Installation Services	\$ 4,970.06
Other (please specify)	
Other (please specify)	\$ 756.66
Wall sleeves, misc material, freight, test equipment fees, etc.	
KRESA Commons Building Grand Total	\$ 40,639.83

KRESA South Street Building		Totals
Equipment		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$ 15,701.22
Atlas IP-SEST-SD Enclosure (sum of total required)		\$ 1,158.07
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$ 4,158.76
Category 6 cabling (sum of total required)		\$ 1,436.71
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$ 7,988.40
Total Equipment		\$ 30,443.16
Installation Services		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$
Category 6 cabling (sum of total required)		\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
Total Installation Services		\$ 4,331.21
Other (please specify)		
Wall sleeves, misc material, freight, test equipment fees, etc.		\$ 653.32
KRESA South Street Building Grand Total		\$ 35,427.69
KRESA Valley Center School		Totals
Equipment		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$ 13,458.19
Atlas IP-SEST-SD Enclosure (sum of total required)		\$ 992.63
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$ 2,772.50
Category 6 cabling (sum of total required)		\$ 1,354.98
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$ 0
Total Equipment		\$ 18,578.30
Installation Services		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$
Category 6 cabling (sum of total required)		\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
Total Installation Services		\$ 3,962.09
Other (please specify)		
Wall sleeves, misc material, freight, test equipment fees, etc.		\$ 404.76
KRESA Valley Center School Grand Total		\$ 22,945.15

KRESA West Campus Building		Totals
Equipment		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$ 42,617.59
Atlas IP-SEST-SD Enclosure (sum of total required)		\$ 3,143.32
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$ 8,317.51
Category 6 cabling (sum of total required)		\$ 1,893.55
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$ 3,963.75
Total Equipment		\$ 59,935.72
Installation Services		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$ Buist quoting software only totals labor
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$ per building, not by product type. All labor
Category 6 cabling (sum of total required)		\$ included in total below for the building.
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
Total Installation Services		\$ 6,957.59
Other (please specify)		
Wall sleeves, misc material, freight, test equipment fees, etc.		\$ 997.74
KRESA West Campus Building Grand Total		\$ 67,891.05
KRESA Woodsedge Learning Center		
		Totals
Equipment		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$ 44,860.62
Atlas IP-SEST-SD Enclosure (sum of total required)		\$ 3,308.76
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$ 4,158.76
Category 6 cabling (sum of total required)		\$ 0 (using existing room data per walk-thru agreement)
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$ 0 (switches not required due to using existing room data)
Total Equipment		\$ 52,328.14
Installation Services		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$ Buist quoting software only totals labor
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$ per building, not by product type. All labor
Category 6 cabling (sum of total required)		\$ included in total below for the building.
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
Total Installation Services		\$ 5,786.36
Other (please specify)		
Wall sleeves, misc material, freight, test equipment fees, etc.		\$ 881.08
KRESA Woodsedge Learning Center Grand Total		\$ 58,995.58
All Buildings Grand Total		\$ 225,899.30