



## SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

### Agenda Item Summary

**Meeting Date:** July 21, 2025

**Agenda Section:** Consent

**Agenda Item Title:** Accept Quote for Enhanced School Security Infrastructure - Verkada Security Camera Installation Project from Koetter Fire Protection Of San Antonio, L.L.C.

**From:** Tony Kingman, Chief Financial Officer

**Additional Presenters if Applicable:** N/A

**Description:** The district received a quote from Koetter Fire Protection of San Antonio, L.L.C. for the Verkada Camera Installation Project. This project entails a comprehensive upgrade and expansion of the district's surveillance system, including the replacement of existing indoor and outdoor cameras, the installation of new cameras across various locations, and the necessary network infrastructure upgrades such as switch installations, cabling, and associated hardware. The total quoted amount is \$192,456.00.

**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 No. 2016436 from Koetter Fire Protection of San Antonio, L.L.C. for the Enhanced School Security Infrastructure - Verkada Security Cameras Project for a total of \$192,456.00.

**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.



**From** Koetter Fire Protection of  
San Antonio, LLC  
6709 Guada Coma Drive  
Schertz TX 78154  
(210) 499-5707  
www.koetterfire.com  
A Pye-Barker Company  
B22999101

**Quote No.** 2016436  
**Type** Installation  
**Prepared By** Trace Ottman  
**Created On** 05/30/2025

**Quote For** South San Independent  
School District  
South San ISD Office  
1450 Gillette Boulevard  
San Antonio TX 78224  
(210) 977-7000

## Description of Work

Enhanced School Security Infrastructure - CCTV

## Services to be completed

### [Access Control] Location - Building

CCTV - Benavidez Elementary

8340 Interstate 35 Access Rd, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Existing Interior	26	\$540.00	\$14,040.00
	New Interior	5	\$1,080.00	\$5,400.00
	Existing Exterior	7	\$540.00	\$3,780.00
	New Exterior	5	\$1,080.00	\$5,400.00
	Switch Installation	1	\$1,080.00	\$1,080.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
	J Hooks	400	\$10.00	\$4,000.00
	RJ 45 Connectors	1	\$100.00	\$100.00
	Scissor Lift Rental	1	\$1,500.00	\$1,500.00
<b>SERVICE TOTAL</b>				<b>\$37,566.00</b>

### [Access Control] Location - Building

CCTV - Palo Alto Elementary

1725 Palo Alto Rd, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Existing Interior	15	\$540.00	\$8,100.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
CMP-00423SUP-10G-05	New Interior	5	\$1,080.00	\$5,400.00
	Existing Exterior	9	\$540.00	\$4,860.00
	RJ 45 Connectors	1	\$100.00	\$100.00
	New Exterior	5	\$1,080.00	\$5,400.00
	Switch Installation	1	\$1,080.00	\$1,080.00
	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
	J Hooks	400	\$10.00	\$4,000.00
	Scissor Lift Rental	1	\$1,500.00	\$1,500.00
<b>SERVICE TOTAL</b>				<b>\$32,706.00</b>

**[Access Control] Location - Building**

CCTV - Zamora Middle

8638 Larkia St, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
CMP-00423SUP-10G-05	Existing Indoor Cameras	23	\$540.00	\$12,420.00
	New Indoor Cameras	5	\$1,080.00	\$5,400.00
	Existing Outdoor Cameras	13	\$540.00	\$7,020.00
	New Outdoor Cameras	5	\$1,080.00	\$5,400.00
	Switch Installation	1	\$1,080.00	\$1,080.00
	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
	J-Hooks	400	\$10.00	\$4,000.00
	RJ45 Connectors	1	\$100.00	\$100.00
	Scissor Lift Rental	1	\$1,500.00	\$1,500.00
<b>SERVICE TOTAL</b>				<b>\$39,186.00</b>

**[Access Control] Location - Building**

CCTV - Hernandez Learning Center (DAEP)

8634 Larkia St San Antonio, TX. 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
CMP-00423SUP-10G-05	Existing Interior	4	\$540.00	\$2,160.00
	New Interior	5	\$1,080.00	\$5,400.00
	Existing Exterior	7	\$540.00	\$3,780.00
	New Exterior	5	\$1,080.00	\$5,400.00
	Switch Installation	1	\$1,080.00	\$1,080.00
	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
	RJ 45 Connectors	1	\$100.00	\$100.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	J Hooks	400	\$10.00	\$4,000.00
	Scissor Lift Rental	1	\$1,500.00	\$1,500.00
	<b>SERVICE TOTAL</b>			<b>\$25,686.00</b>

**[CCTV] Location - Building**

Additional Supplies

**SERVICE TOTAL** **\$0.00**

**[Access Control] Location - Building**

CCTV - Armstrong Elementary

7111 Apple Vly Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Existing Interior	14	\$540.00	\$7,560.00
	New Interior	5	\$1,080.00	\$5,400.00
	Existing Exterior	4	\$540.00	\$2,160.00
	New Exterior	5	\$1,080.00	\$5,400.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
	J Hooks	400	\$10.00	\$4,000.00
	RJ 45 Connectors	1	\$100.00	\$100.00
	Scissor Lift Rental	1	\$1,500.00	\$1,500.00
	<b>SERVICE TOTAL</b>			<b>\$28,386.00</b>

**[Security] Location - Building**

CCTV - Five Palms Elementary

7138 Five Palms Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Existing Interior	11	\$540.00	\$5,940.00
	New Interior	5	\$1,080.00	\$5,400.00
	Existing Exterior	8	\$540.00	\$4,320.00
	Switch Installation	5	\$1,080.00	\$5,400.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
	J Hooks	400	\$10.00	\$4,000.00
	RJ 45 Connectors	1	\$100.00	\$100.00
	Scissor Lift Rental	1	\$1,500.00	\$1,500.00
	<b>SERVICE TOTAL</b>			<b>\$28,926.00</b>

**GRAND TOTAL** **\$192,456.00**

## Terms and Conditions

### TERMS:

Upon acceptance by your signature below, and unless otherwise agreed by in writing, the terms of this proposal are as follows:

1. All new customers will be required to complete a credit application with Koetter Fire Protection in order to extend credit and establish billing. If credit is not offered, nor applied for, then payment is due before work begins.

Upon approval of credit by Koetter Fire Protection: 100% of all materials, labor, and equipment supplied will be paid by you on or before thirty (30) days following submission of an invoice by Koetter Fire Protection. Koetter Fire Protection does not assume and expressly disclaims any responsibility for non-payment to you by the project owner(s), and your obligation to make such payments to Koetter Fire Protection is not contingent in any way upon your receipt of like payment(s) from the project owner(s).

**\*\*2.\*\***Koetter Fire Protection agrees to indemnify you and the project owner from any reasonable losses due to personal injury or property damage directly caused by or arising directly from, in whole or in part, an act or omission of Koetter Fire Protection or anyone directly employed by Koetter Fire Protection, but only to the percentage and extent of negligence Koetter Fire Protection contributing to loss.

**\*\*3.\*\***Should Koetter Fire Protections work be delayed, accelerated, hindered, interfered with, or obstructed in any manner and by any person or entity other than Koetter Fire Protection, you agree, in addition to giving an extension of time for performance, to reimburse Koetter Fire Protection for all costs, including overhead and profit, associated therewith.

**\*\*4.\*\***Notice to proceed for service and repair calls will be invoiced at an hourly rate of \$235 with a two hour minimum and a \$50 Service fee during normal working hours. Quoted and not to exceed pricing must be requested in writing by the customer, or T&M rates will be the prevailing invoice method.

**\*\*5.\*\***This proposal is based on the work to take place during normal working hours Mon-Fri, 7am-4pm. Our standard one-year warranty is included. Any work performed by other than Koetter Fire Protection may void that warranty.

**\*\*6.\*\***The term of this Agreement shall be twelve (12) months from the date and shall be automatically renewed each year thereafter until the same shall be terminated by either party on at least thirty (30) days written notice being given to the other party prior to the anniversary date thereof. Service Contractors then current charges shall apply for renewal period.

By my signature below, I authorize work to begin and agree to pay the Grand Total according to the terms and conditions of this agreement.

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_