



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: April 20, 2026

Agenda Section: Consent

Agenda Item Title: Approval of Exterior Door Access Control Repairs

From: Israel De Leon, Director of Technology

Additional Presenters if Applicable: N/A

Description: Approval of services from Waypoint Business Solutions, LLC in the amount of \$145,000.00 for exterior door access control repairs and infrastructure improvements across multiple campuses. This project includes repairing and restoring door access systems, electrical connectivity, and network cabling to ensure doors function properly and securely.

Historical Data: A quote comparison was conducted with multiple vendors, and Waypoint Business Solutions was identified as the best value based on service quality, scope of work, and ability to deliver a comprehensive solution across campuses. This project aligns with ongoing safety upgrades and supports compliance with school safety requirements and audit findings.

Recommendation: Administration recommends approval of services from Waypoint Business Solutions, LLC.

Purchasing Director and Approval Date:

Funding Budget Code and Amount: 429 E 52 6299 00 919 4 99 0 10 \$145,000.00

District Goals: Enhance campus safety by ensuring secure and properly functioning entry points and supporting a safe learning environment for students and staff.





Account	Account Description	Original Budget	Beginning Balance / Revised Budget	Debit	Ending Balance / Unexpended Balance	Encumbrance	Pending Activity	Available Funds
429 E 51 6299 00 907 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
429 E 52 6299 00 907 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ 16,027.00	\$ 16,027.00	\$ 1,177.92	\$ 14,849.08	\$ -	\$ -	\$ 14,849.08
429 E 52 6299 00 929 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ 724,168.00	\$ 777,167.00	\$ 342,870.16	\$ 434,296.84	\$ 393,618.00	\$ -	\$ 40,678.84
429 E 52 6319 00 907 4 99 0 10	SUPPLIES MAINT & OPERATIONS	\$ 54,364.00	\$ 54,364.00	\$ -	\$ 54,364.00	\$ -	\$ -	\$ 54,364.00
429 E 52 6395 00 907 4 99 0 10	TECHNOLOGY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
429 E 52 6395 00 910 4 99 0 10	TECHNOLOGY	\$ 1.00	\$ 1.00	\$ -	\$ 1.00	\$ -	\$ -	\$ 1.00
429 E 52 6395 00 929 4 99 0 10	TECHNOLOGY	\$ -	\$ 74,403.00	\$ 74,402.79	\$ 0.21	\$ -	\$ -	\$ 0.21
429 E 52 6399 00 910 4 99 0 10	SECURITY & MONITORING SERVICES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
429 E 52 6399 00 929 4 99 0 10	GENERAL SUPPLIES	\$ -	\$ 58,575.00	\$ 30,489.26	\$ 28,085.74	\$ -	\$ -	\$ 28,085.74
429 E 81 6219 00 907 4 99 0 10	PROFESSIONAL SERVICES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
429 E 81 6299 00 907 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ 1,147,012.00	\$ 961,035.00	\$ -	\$ 961,035.00	\$ -	\$ -	\$ 961,035.00
		\$ 1,941,572.00	\$ 1,941,572.00	\$ 448,940.13	\$ 1,492,631.87	\$ 393,618.00	\$ -	\$ 1,099,013.87

Account	Account Description	Available Funds	Budget Funds Reallocation	Revised Budget
429 E 51 6299 00 907 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ -	\$ -	\$ -
429 E 52 6299 00 907 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ 14,849.08	\$ -	\$ 14,849.08
429 E 52 6299 00 929 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ 40,678.84	\$ 104,322.00	\$ 145,000.84
429 E 52 6319 00 907 4 99 0 10	SUPPLIES MAINT & OPERATIONS	\$ 54,364.00	\$ -	\$ 54,364.00
429 E 52 6395 00 907 4 99 0 10	TECHNOLOGY	\$ -	\$ -	\$ -
429 E 52 6395 00 910 4 99 0 10	TECHNOLOGY	\$ 1.00	\$ -	\$ 1.00
429 E 52 6395 00 929 4 99 0 10	TECHNOLOGY	\$ 0.21	\$ -	\$ 0.21
429 E 52 6399 00 910 4 99 0 10	SECURITY & MONITORING SERVICES	\$ -	\$ -	\$ -
429 E 52 6399 00 929 4 99 0 10	GENERAL SUPPLIES	\$ 28,085.74	\$ -	\$ 28,085.74
429 E 81 6219 00 907 4 99 0 10	PROFESSIONAL SERVICES	\$ -		\$ -
429 E 81 6299 00 907 4 99 0 10	MISCELLANEOUS CONTR SERVICES	\$ 961,035.00	\$ (104,322.00)	\$ 856,713.00
		\$ 1,099,013.87	\$ -	\$ 1,099,013.87

Goal 3: SSAISD will ensure all students are provided a learning environment centered on their well-being that impacts their learning and success.

Performance Objective 2: SSAISD will create and sustain safe, nurturing learning environments that prioritize the social, emotional, and physical well-being of all students by increasing resources and activities by 5% to expand healthy activities, social services, (including mental health , social-emotional learning) and enrichment opportunities.

Strategy 1 Details	Reviews			
<p>Strategy 1: SSAISD will utilize a social emotional program for all students and partner with entities such as, Family Service Association, to address the social-emotional and behavioral needs of all students to improve academic performance and well-being.</p> <p>Funding Sources: - 289 Title IV - \$50,000</p>	Formative			Summative
	Nov	Jan	Mar	June
Strategy 2 Details	Reviews			
<p>Strategy 2: SSAISD will deliver quality mental health counseling sessions to clients at campuses and at our CARE Zone family facility.</p> <p>Strategy's Expected Result/Impact: By June 2024 there will be a 25% reduction in depression as the referral reason for clients who received specialized counseling sessions in 2022-2023 by the district's school based mental health professional.</p> <p>Staff Responsible for Monitoring: Director of Guidance and Counseling</p> <p>Funding Sources: - 289 Title IV - \$60,000</p>	Formative			Summative
	Nov	Jan	Mar	June

Strategy 3 Details	Reviews			
<p>Strategy 3: SSAISD will provide resources and activities that foster healthy and nurturing learning environments.</p> <p>Strategy's Expected Result/Impact: Physical Education Assessment Tools Student Readiness Assessments: Tools to measure students' academic and developmental preparedness. Social-Emotional Learning (SEL) Screeners and programs: Instruments to assess students' social-emotional growth and behavior. Mindful Movements for self-regulation. Teacher Observations and Checklists: Ongoing documentation of student engagement, emotional regulation, and peer interactions. Attendance and Behavior Records: Data to monitor patterns in student attendance and classroom behavior. Intervention and Support Logs: Records tracking individualized support services and student progress. Student Portfolios: Collections of student work showcasing academic, social, and emotional development.</p> <p>Staff Responsible for Monitoring: DOA Early Childhood Director DOA SPED Director DOA Teaching and Learning Director Attendance Officers</p> <p>Problem Statements: Student Learning 1 Funding Sources: Fine Arts Coordinator and supplemental learning supplies for enrichment activities - 289 Title IV , Safe and Healthy PE supplies - 289 Title IV</p>	Formative			Summative
	Nov	Jan	Mar	June
Strategy 4 Details	Reviews			
<p>Strategy 4: SSAISD will enhance school safety at every school using best practices aligned with the School Safety Standards in order to increase the safety and well being of all students.</p> <p>Funding Sources: contracted services to meet minimum state school safety standards - 429 School Safety and Security Grants, professional development for safety and wellness strategies - 289 Title IV</p>	Formative			Summative
	Nov	Jan	Mar	June
	N/A	N/A	N/A	
<p style="text-align: center;">  No Progress  Accomplished  Continue/Modify  Discontinue </p>				

Performance Objective 2 Problem Statements:

Student Learning
<p>Problem Statement 1: SSAISD has a significant number of students performing at the 'Approaches' level on STAAR assessments. Our goal is to ensure that all students achieve at least one year's academic growth and progress to the next performance level. Root Cause: Many students are not performing at grade level and have foundational learning gaps. It is crucial that MTSS interventions and reteach opportunities are implemented effectively once student needs are identified in order to address these challenges.</p>



Quote Comparison Form

Requestor Name: Israel De Leon

Department/Campus Name: Technology Department

Submission Date: _____

Description of Goods/Services: Exterior Door Repairs

(NOTE: When submitting a POR, the Quote Comparison Form should also accompany a copy of quotes from each Vendor listed below)

	Quote 1	Quote 2	Quote 3
Vendor Name	Waypoint Solutions	Pye-Barker Fire and Safety	Intech Southwest
Phone	(469) 964-6283	(210) 499-5707	(210) 690-0000
Email	breins@waypointsolutions.com	greg.ermatinger@pyebarkerfs.com	slopez@intechsouthwest.com
Quote Date	03/30/2026	03/24/2026	03/30/2026
Quote Expiration Date	04/30/2026	04/30/2026	04/30/2026
Sales Representative	Becky Reinis	Greg Ermatinger	Sam Lopez
Total Quote Purchase:	145,000.00	146,617.94	128,952.00

Recommendation Vendor Details

Best Value Vendor	Waypoint Business Solutions LLC (Vendor No. 856447)
<p><u>Please provide the reason of recommended Vendor:</u> (ex; best value AND / OR vendor can provide specific goods/services pertaining to Purchase Order Request)</p> <p>Waypoint (with ProTex) provides the most comprehensive solution by integrating structured cabling repair with access control hardware electrification. Their scope includes essential TIA/EIA re-termination and rigorous testing of PoE and network links to ensure long-term system reliability. Although the pricing is the second lowest at \$145,000.00, they provide high-quality work at an expedited timeline. This specialized</p>	



118 Vintage Park Blvd, W414, Houston, TX 77070
Phone: 832-479-8540

QUOTE

Number AAAQ26807

Date Mar 30, 2026

Bill To

South San Antonio ISD
Alejandro Arambula
5622 Ray Ellison Blvd
San Antonio, TX 78242

Phone (210) 977-7025
Email alejandro.arambula@southsanisd.net

Account Manager



Becky Reinis
469-964-6283
breinis@waypointsolutions.com

Ship To

South San Antonio ISD
Alejandro Arambula
5622 Ray Ellison Blvd
San Antonio, TX 78242-2214

Phone (210) 977-7025
Email alejandro.arambula@southsanisd.net

Contract

TIPS
230105

Notes:

Access Control Project - Multiple Campuses

Line	Qty	Description	Unit Price	Ext. Price
1	1	Installation - See SOW for additional details. Labor, materials (Door hardware, power supplies, etc.), and technical services required to repair, re-terminate, and electrify structured cabling and Access Control (including labor to install Verkada intercoms) at the following school campuses: <ul style="list-style-type: none"> • Palo Alto Elementary School • Frank Madla Elementary School • South San High School 1 year warranty on workmanship.	\$145,000.00	\$145,000.00
			SubTotal	\$145,000.00
			Tax	\$0.00
			Shipping	\$0.00
			Total	\$145,000.00

Purchase Options

Select your preferred payment option / purchase terms*:

Net 30 Days Purchase (purchase amount \$145,000.00)

* If this quote contains finance payment options, the options are provided as an estimate only. Final payment amount is subject to credit verification and applicable taxes as required by law.

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RETURNS ARE NOT PERMITTED FROM COMMERCIAL CUSTOMERS. YOU CAN VIEW OUR FULL RETURN POLICY AT <https://www.wavpointssolutions.com/return-policy>. PRICES ARE SUBJECT TO CHANGE AND ARE BASED UPON TOTAL PURCHASE. WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, OR INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, OR DAMAGES RELATED TO THIS AGREEMENT.

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STATEMENT OF WORK (SOW)

Project: Network Repair & Electrification – Multiple Campuses

Contractor: ProTex Structured Cabling, LLC

Client: Waypoint @ South San ISD

Date: 2-13-26

1. Project Overview

ProTex Structured Cabling, LLC (“ProTex”) shall provide labor, materials, and technical services required to repair, re-terminate, and electrify structured cabling and Access Control at the following school campuses:

- **Palo Alto Elementary School**
- **Frank Madla Elementary School**
- **South San High School**

Work will focus on restoring operational network connectivity, power delivery, and compliance with applicable cabling standards at the specified locations listed in this SOW.

2. Scope of Work

ProTex shall perform the following services at each listed location, as applicable:

2.1 Cabling Repair & Restoration

- **Troubleshoot damaged, non-functional, or improperly terminated low-voltage cabling**
- **Repair or replace failed cabling runs where feasible**
- **Re-terminate network cabling to industry standards (TIA/EIA)**
- **Replace damaged connectors, keystones, and patch cords as required**
- **Label repaired cabling for identification and documentation**



2.2 Electrification & Power Services

- **Provide and install power to Access control devices where power is currently absent or non-functional**
- **Install or reconnect Power over Ethernet (PoE) devices as required**
- **Coordinate with existing electrical infrastructure (low-voltage only; no high-voltage work unless explicitly authorized)**

2.3 Testing & Verification

- **Test all repaired and electrified connections for continuity and functionality**
 - **Verify network link status and power delivery**
 - **Confirm devices return to operational status upon completion**
-

3. Campus Locations & Work Areas

3.1 Palo Alto Elementary School

Doors to be completed at the following locations:

- **A2E**
 - **B1N**
 - **B2N**
 - **B4N**
 - **B5N**
 - **B6N**
 - **B7N**
-



3.2 Frank Madia Elementary School

Doors to be completed at the following locations:

- **A12E**
 - **A21S**
 - **AGN**
 - **C2W**
 - **C4W**
-

3.3 South San High School

Doors to be completed at the following locations:

- **AV11N**
- **AV9N**
- **BH1E**
- **BH3W**
- **BH4N**
- **FH1**
- **E15**
- **E25**
- **E3E**
- **F1W**
- **F2W**
- **F3W**
- **F4W**



- **VB1E**
-

4. Deliverables

Upon completion, ProTex shall provide:

- **Restored and powered network connections at all listed locations**
 - **Confirmation of operational status for repaired devices**
 - **Summary of work completed by campus and location**
 - **Notification of any locations requiring additional scope or materials beyond this SOW**
-

5. Exclusions

The following are not included unless added by written change order:

- **New network design or system re-engineering**
 - **High-voltage electrical work (above low-voltage infrastructure)**
 - **Network switch configuration or programming**
 - **Fire alarm, life safety, or security system programming**
 - **Drywall repair, painting, or ceiling grid replacement beyond minor access adjustments**
-

6. Assumptions

- **Access to all listed locations will be provided during scheduled work hours**
 - **Existing pathways and infrastructure are usable unless otherwise noted**
 - **Client will provide necessary approvals and site contacts**
 - **Any unforeseen conditions may require a change order**
-



7. Schedule

Work shall be scheduled and completed based on site access availability and coordination with school administration. ProTex will make reasonable efforts to minimize disruption to school operations.

8. Pricing

Pricing shall be provided under separate proposal or agreement and may be based on:

- **Time and materials, or**
- **Fixed pricing per location, as agreed upon in writing**

9. Acceptance

This Statement of Work shall be deemed accepted upon written approval by the Client.



From **Pye-Barker Fire and Safety**
 6709 Guada Coma Drive
 Schertz TX 78154
 (210) 499-5707
<https://pyebarkerfs.com>
 ACR-2326761 / Burg -
 B22999101
 SCR-2329912
 ECR-2329916

Quote No. **2017134**
 Type Repair
 Prepared By Sam Yeigh
 Created On 03/24/2026
 Valid Until 04/30/2026

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

Description of Work

Crash Bar Replacements for South San Antonio High School, Palo Alto School, and Frank Madla Elementary School

Services to be completed

Security

Frank Madla Elementary School

Security

Palo Alto School

Security

South San Antonio High School

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	A12E Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,909.98	\$1,909.98
	A2E Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	AU11N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	A12E Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	A2E Von Duprin 3' 99 Series Rim Exit Device with Exit Only Trim	1	\$2,293.50	\$2,293.50
	AU11N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	A12E 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	A2E Von Duprin 7' Key Removable Mullion	1	\$1,912.90	\$1,912.90
	AU11N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	A12E Cat5e Riser cable	0.2	\$261.20	\$52.24

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	A2E Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	AU11N Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	Access Installation Parts	1	\$100.00	\$100.00
	A2E 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	AU11N Von Duprin 3' 99 Series Rim Exit Device with Exit Only Trim	1	\$2,570.90	\$2,570.90
	A21S Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	A2E Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	AU11N Von Duprin 7' Key Removable Mullion	1	\$1,912.90	\$1,912.90
	A21S Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	A2E Cat5e Riser Cable	0.2	\$261.20	\$52.24
	AU11N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	A21S 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	A2E Access Installation Parts	1	\$100.00	\$100.00
	AU11N Schlage Small Format Interchangeable Core for Removable Mullion	1	\$127.60	\$127.60
	A21S Von Duprin 3' 99 Series Rim Exit Device with Exit Only Trim	1	\$2,293.50	\$2,293.50
	B1N Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	AU11N Access Installation Parts	1	\$100.00	\$100.00
	A21S Von Duprin 7' Key Removable Mullion	1	\$1,912.90	\$1,912.90
	B1N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	AU9N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	A21S Small Format Interchangeable Core	1	\$112.20	\$112.20
	B1N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	AU9N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	A21S Small Format Interchangeable Core for Removable Mullion	1	\$127.60	\$127.60
	B1N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	AU9N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	A21S Cat5e Riser Cable	0.2	\$261.20	\$52.24
	B1N Filler Plates	1	\$24.50	\$24.50

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	AU9N Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	A21S Access Installation Parts	1	\$100.00	\$100.00
	B1N Filler Plates	1	\$13.80	\$13.80
	AU9N Von Duprin 3' 99 Series Rim Exit Device with Exit Only Trim	1	\$2,570.70	\$2,570.70
	A6N Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,909.98	\$1,909.98
	B1N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	AU9N Von Duprin 7' Key Removable Mullion	1	\$1,912.90	\$1,912.90
	A6N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	B1N Access Installation Parts	1	\$100.00	\$100.00
	AU9N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	A6N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	B2N Von Duprin 3' 99 Series Rim Exit Device with Night Latch Trim	1	\$2,736.80	\$2,736.80
	AU9N Schlage Small Format Interchangeable Core for Removable Mullion	1	\$127.60	\$127.60
	A6N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	B2N Von Duprin 6300 Series Surface Mounted Electric Strike	1	\$1,263.90	\$1,263.90
	AU9N Access Installation Parts	1	\$100.00	\$100.00
	C2W Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	B2N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	BH1E Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	C2W Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	B2N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	BH1E 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	C2W 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	B2N Filler Plates	1	\$24.50	\$24.50
	BH1E Cat5e Riser Cable	0.2	\$261.20	\$52.24
	C2W Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	B2N Filler Plates	1	\$13.80	\$13.80
	BH1E Von Duprin 7' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	C2W Filler Plates	1	\$24.50	\$24.50

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	B2N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	BH1E Von Duprin 3' 99 Series Rim Exit Device with Exit Only Trim	1	\$2,570.70	\$2,570.70
	C2W Filler Plates	1	\$13.80	\$13.80
	B2N Access Installation Parts	1	\$100.00	\$100.00
	BH1E Von Duprin 7' Key Removable Mullion	1	\$1,912.90	\$1,912.90
	C2W Cat5e Riser Cable	0.2	\$261.20	\$52.24
	B4N Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	BH1E Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	C2W Access Installation Parts	1	\$100.00	\$100.00
	B4N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	BH1E Schlage Small Format Interchangeable Core for Removable Mullion	1	\$127.60	\$127.60
	A6N Access Installation Parts	1	\$100.00	\$100.00
	B4N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	BH1E Access Control Parts	1	\$100.00	\$100.00
	C4W Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	B4N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	BH3W Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	C4W Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	B4N Filler Plates	1	\$24.50	\$24.50
	BH3W 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	C4W 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	B4N Filler Plates	1	\$13.80	\$13.80
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	C4W Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	B4N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	BH3W Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
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	BH4N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	C4W Access Installation Parts	1	\$100.00	\$100.00
	B5N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	BH4N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	Labor	22	\$180.00	\$3,960.00
	B5N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	BH4N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	B5N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	BH4N Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	B5N Access Installation Parts	1	\$100.00	\$100.00
	BH4N Von Duprin 3' 99 Series Rim Exit Device with Exit Only Trim	1	\$2,570.70	\$2,570.70
	B6N Von Duprin 3' 99 Series Rim Exit Device with Night Latch Trim	1	\$2,736.80	\$2,736.80
	BH4N Von Duprin 7' Key Removable Mullion	1	\$1,912.00	\$1,912.00
	B6N Von Duprin 6300 Series Surface Mounted Electric Strike	1	\$1,263.90	\$1,263.90
	BH4N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	B6N 24VDC/1.75A Power Supply with PTC Output Supply	1	\$301.18	\$301.18
	BH4N Schlage Small Format Interchangeable Core for Removable Mullion	1	\$127.60	\$127.60
	B6N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	BH4N Access Installation Parts	1	\$100.00	\$100.00
	B6N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	D1N Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	B6N Access Installation Parts	1	\$100.00	\$100.00
	D1N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	B7N Von Duprin 3' Quiet Electric Latch Retraction 99 Series Rim Exit Device with Night Latch Trim	1	\$4,189.90	\$4,189.90
	D1N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	B7N 24VDC/1.75A Power Supply with PTC Output Protection	1	\$301.18	\$301.18
	D1N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	B7N Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	D1N Access Installation Parts	1	\$100.00	\$100.00
	B7N Schlage Small Format Interchangeable Core	1	\$112.20	\$112.20
	E1S Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	B7N Filler Plates	1	\$24.50	\$24.50
	E1S Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	B7N Filler Plates	1	\$13.80	\$13.80
	E1S 24VDC/1.75A Power Supply with PTC Output Protection	1	\$0.00	\$0.00
	B7N Cat5e Riser Cable	0.2	\$261.20	\$52.24
	E1S Cat5e Riser Cable	0.2	\$261.20	\$52.24
	B7N Access Installation Parts	1	\$100.00	\$100.00
	E1S Access Installation Parts	1	\$100.00	\$100.00
	Labor	34	\$180.00	\$6,120.00
	E2S Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	E2S Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	E2S 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	E2S Cat5e Riser Cable	0.2	\$261.20	\$52.24
	E2S Access Installation Parts	1	\$100.00	\$100.00
	E3E Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	E3E Heavy Duty Stainless Steel 16 Door Cord with Aluminum Boxes	1	\$49.98	\$49.98
	E3E 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	E3E Cat5e Riser Cable	0.2	\$261.20	\$52.24
	E3E Access Installation Parts	1	\$100.00	\$100.00
	F1W Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	F1W Heavy Duty Stainless Steel 16 Door Card with Aluminum Boxes	1	\$49.98	\$49.98
	F1W 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	F1W Cat5e Riser Cable	0.2	\$261.20	\$52.24

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	F1W Access Installation Parts	1	\$100.00	\$100.00
	F2W Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	F2W Heavy Duty Stainless Steel 16 Door Card with Aluminum Boxes	1	\$49.98	\$49.98
	F2W 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	F2W Cat5e Riser Cable	0.2	\$261.20	\$52.24
	F2W Access Installation Parts	1	\$100.00	\$100.00
	F3W Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	F3W Heavy Duty Stainless Steel 16 Door Card with Aluminum Boxes	1	\$49.98	\$49.98
	F3W 24VDC/1.75A Power Supply with PTC Output Protection	1	\$312.20	\$312.20
	F3W Cat5e Riser Cable	0.2	\$261.20	\$52.24
	F3W Access Installation Parts	1	\$100.00	\$100.00
	F4W Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	F4W Heavy Duty Stainless Steel 16 Door Card with Aluminum Boxes	1	\$49.98	\$49.98
	F4W 24VDC/1.75A Power Supply with PTC Protection	1	\$312.20	\$312.20
	F4W Cat5e Riser Cable	0.2	\$261.20	\$52.24
	F4W Access Installation	1	\$100.00	\$100.00
	VB1E Von Duprin 3' 99 Series Quiet Electric Latch Retraction Conversion Kit	1	\$1,910.12	\$1,910.12
	VB1E Heavy Duty Stainless Steel 16 Door Card with Aluminum Boxes	1	\$49.98	\$49.98
	VB1E 24VDC/1.75A Power Supply with PTC Protection	1	\$312.20	\$312.20
	VB1E Cat5e Riser Cable	0.2	\$261.20	\$52.24
	VB1E Access Installation Parts	1	\$100.00	\$100.00
	Labor	63	\$180.00	\$11,340.00
			GRAND TOTAL	\$146,617.94

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: _____



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

Quotation (Open)

Date
 Mar 30, 2025 08:14 AM CDT

Modified Date
 Mar 30, 2025 08:14 AM CDT

Quote #
 445773 - rev 1 of 1

Description
 DOOR HARDWARE PROEJCT FOR SOUTH SAN ISD-

SalesRep
 Lopez, Sam
 (P) 210-690-0000

Customer Contact
 Arambula, Alejandro
alejandro.arambula@southsanisd.net

Customer

South San Antonio ISD (SouthSA400)
 Arambula, Alejandro
 5622 Ray Ellison Blvd
 San Antonio, TX 78242
 United States
 (P) (210) 977-7375
 (F) (210) 977-7378

Bill To

South San Antonio ISD
 Deleon, Isreal
 5622 Ray Ellison Blvd
 San Antonio, TX 78242
 United States
 (P) (210) 977-7375
 (F) (210) 977-7378
israel.deleon@southsanisd.net

Ship To

South San Antonio ISD
 Deleon, Isreal
 5622 Ray Ellison Blvd
 San Antonio, TX 78242
 United States
 (P) (210) 977-7375
 (F) (210) 977-7378
israel.deleon@southsanisd.net

Customer PO:

Terms:
 Undefined

Ship Via:
 UPS Ground

Special Instructions:

Carrier Account #:

#	Image	Description	Part #	Qty	Unit Price	Total
REGION 20 COOP #20022						
1		Intech Southwest Services - Door Hardware Replacment Project for South San ISD	DOOR HARDWARE REPLACMENT	27	\$4,776.00	\$128,952.00

Note: SOW:

NEW DOOR HARDWARE FOR 27 DOORS AT SOUTH SAN ISD INCLUDING TRIM OUT WITH ALL NEW HANDLES AND HARDWARE PARTS TO FIX CURRENT DOOR ISSUES
 TESTING OF ALL DOORS WITH APPROVAL AND SIGN OFF OF WORK COMPLETED AND SATISFACTORY OF SOUTH SAN ISD TECHNOLOY DEPARTMENT

Due to volatility in pricing levels we cannot currently provide a guaranteed timeframe for quotes. Please check with your sales representative before purchasing to refresh pricing.

Subtotal: \$128,952.00
Product Subtotal: \$128,952.00
Tax (.0000%): \$0.00
Shipping: \$0.00
Total: \$128,952.00

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 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.