



## SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

### Agenda Item Summary

Meeting Date: June 16, 2025

Agenda Section: Consent

Agenda Item Title: Accept Quote for SSAISD Security Project - Hardware Only

From: Tony Kingman, Chief Financial Officer

Additional Presenters if Applicable: N/A

Description: The district has received a quote from Intech Southwest Services for the SSAISD Security Project, which includes hardware for cameras, switches, guest management, and intercom systems. The total quoted amount for the hardware is \$ 1,867,614.77. This project is crucial for enhancing the security infrastructure across the district.

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 #439988 from Intech Southwest Services for the SSAISD Security Project hardware, totaling \$1,867,614.77.

Purchasing Director and Approval Date: N/A

Funding Budget Code and Amount: N/A

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



**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

Jun 10, 2025 10:04 AM CDT

### Modified Date

Jun 10, 2025 10:17 AM CDT

### Quote #

439988 - rev 1 of 1

### Description

UPDATED- SSISD SECURITY PROJECT-  
HARDWARE ONLY- CAMERAS - SWITCHES -  
GUEST - INTERCOM

### SalesRep

Lopez, Sam  
(P) 210-690-0000

### Customer Contact

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

<b>Customer PO:</b>	<b>Terms:</b> Undefined	<b>Ship Via:</b> UPS Ground
<b>Special Instructions:</b>		<b>Carrier Account #:</b>

#	Image	Description	Part #	Qty	Unit Price	Total
<b>REGION 20 COOP #20022</b>						
<b>VERKADA CAMERA HARDWARE</b>						
1		CD53 Indoor Dome Camera, 256GB, 30 Days Max	CD53-256-HW	434	\$1,488.00	\$645,792.00
2		VERKADA - CH52-E Outdoor Multisensor Camera, 1TB, 30 Days Max	CH52-1TBE-HW	51	\$4,460.00	\$227,460.00
3		Verkada - Corner Mount	ACC-MNT-CORNER-1	51	\$99.00	\$5,049.00
4		VERKADA - Large Arm Mount (PTZ)	ACC-MNT-XLARM-1	71	\$81.00	\$5,751.00
5		VERKADA - Mini Pendant Cap Mount	ACC-MNT-MPEND-1	71	\$40.00	\$2,840.00
6		VERKADA - POLE MOUNT	ACC-MNT-POLE-1	20	\$105.00	\$2,100.00
7		VERKADA - CD52-E Outdoor Dome Camera, 256GB, 30 Days Max	CD52-256E-HW	81	\$1,579.00	\$127,899.00
8		Verkada - CB52-E Outdoor Bullet Camera, 256GB, 30 Days Max	CB52-256E-HW	62	\$1,579.00	\$97,898.00
9		VERKADA - 10- Year camera licensing Capacity Increase	LIC-CAM-10Y-CAP	577	\$0.00	\$0.00
Note: ADDED VALUE - FREE 10 YEAR VERKADA LICENSING AND SUPPORT FOR SOUTH SAN ANTONIO ISD						
10		Verkada - 10-Year Four-Camera Multisensor License, Capacity Increase	LIC-CAM-MLT4-10Y-CAP	51	\$0.00	\$0.00
Note: ADDED VALUE - FREE 10 YEAR VERKADA LICENSING AND SUPPORT FOR SOUTH SAN ANTONIO ISD						
						Subtotal \$1,114,789.00
<b>ARUBA/HPE SWITCH HARDWARE</b>						
11		<b>HPE Aruba 6200M 48G Class4 PoE 4SFP+ Switch</b> Switch - Max. Stacking Distance 10 kms - L3 - managed - 48 x 10/100/1000 (PoE+) + 4 x 1 Gigabit / 10 Gigabit SFP+ (uplink / stacking) - front and side to back - rack-mountable - PoE+ (1440 W) - BTO	R8Q70A	64	\$3,725.00	\$238,400.00
12		<b>HPE Aruba X372</b> Power supply - hot-plug / redundant - AC 110-240 V - 1050 Watt - United States - for HPE Aruba 2930M 24, 2930M 40, 2930M 48, 3810M 24, 3810M 40, 3810M 48, 6200F 12	JL087A#ABA	128	\$445.00	\$56,960.00
13		<b>HPE Aruba Direct Attach Copper Cable</b>	J9281D	64	\$50.00	\$3,200.00



10GBase direct attach cable - SFP+ to SFP+ - 3.3 ft - for HPE Aruba 2540 48, 2930F 24, 2930M 24, 6200F 12, 6200M 24, 83XX; CX 10000, 6405 v2, 8360

14	 <b>HPE Aruba Central Foundation</b> Subscription license (5 years) - 1 switch (24 ports) - hosted - ESD - for HPE Aruba 2930F 12, 2930F 48, 2930F 8G, 2930M 24, 2930M 40, 2930M 48, 6200F 24, 6200F 48 Note: ADDED VALUE - FREE 5 YEAR HPE/ARUBA CENTRAL LICENSING WITH SUPPORT FOR SOUTH SAN ANTONIO ISD	Q9Y75AAE	64	\$0.00	\$0.00
----	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------	----	--------	--------

Subtotal \$298,560.00

#### VERKADA GUEST VISITOR MANAGMENT

15	Verkada - 10 Year Workplace K-12 License Note: ADDED VALUE - FREE 10 YEAR VERKADA LICENSING AND SUPPORT FOR SOUTH SAN ANTONIO ISD	LIC-WP-10Y-K	13	\$0.00	\$0.00
----	--------------------------------------------------------------------------------------------------------------------------------------	--------------	----	--------	--------

16	VERKADA - 10.2 inch iPad, 64GB	ACC-TBL-2	13	\$1,860.00	\$24,180.00
17	Verkada - IPAD Stand	ACCX-TBL-STD-1	13	\$1,535.00	\$19,955.00
18	Verkada - Brother QL-820NWBc Label Printer	ACC-PRT-1	13	\$1,765.00	\$22,945.00
19	VERKADA - Labels for Brother QL-820NWB, Qty 200, Color White	ACCX-PRT-LBL-1	26	\$1,501.00	\$39,026.00

Subtotal \$106,106.00

#### VERKADA INTERCOMS

20	Verkada - TD53 Video Intercom Reader	TD53-HW	72	\$2,435.00	\$175,320.00
21	Verkada - TD33 Mullion Video Intercom Reader	TD33-HW	68	\$2,305.00	\$156,740.00
22	Vonduprin - Power Supplies -	ps914	23	\$699.99	\$16,099.77
23	Verkada - 10-Year Intercom License, Capacity Increase Note: ADDED VALUE - FREE 10 YEAR VERKADA LICENSING AND SUPPORT FOR SOUTH SAN ANTONIO ISD	LIC-TD-10Y-CAP	140	\$0.00	\$0.00

Subtotal \$348,159.77

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 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.

<b>Subtotal:</b>	<b>\$1,867,614.77</b>
<i>Product Subtotal:</i>	<i>\$1,867,614.77</i>
Tax (.0000%):	\$0.00
Shipping:	\$0.00
<b>Total:</b>	<b>\$1,867,614.77</b>