



## SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

### Agenda Item Summary

Meeting Date: June 16, 2025

Agenda Section: Consent

Agenda Item Title: Accept Quote for 140 Verkada Door Intercoms + Cabling - Installation Services

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 installation of 140 Verkada intercoms and associated Cat 6A cable runs across 13 campuses. This proposal is a LABOR ONLY quote and does not include materials or door hardware for the intercoms. The project includes installation and programming to integrate the new intercoms into existing access-controlled doors. The total quoted amount for these services is \$183,400.00.

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 #439319 rev 1 of 1 from Intech Southwest Services for the 140 Verkada Door Intercoms + Cabling - Installation Services, totaling \$183,400.00.

Purchasing Director and Approval Date: N/A

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

#### Quotation (Open)

**Date**

Jun 02, 2025 12:19 PM CDT

**Modified Date**

Jun 02, 2025 08:54 AM CDT

**Quote #**

439319 - rev 1 of 1

**Description**

140 VERKADA DOOR INTERCOMS + CABLING -  
INSTALLATION SERVICES

**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  
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United States  
(P) (210) 977-7375  
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[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)

**Customer PO:****Terms:**

Undefined

**Ship Via:**

UPS Ground

**Special Instructions:****Carrier Account #:**

#	Image Description	Part #	Qty	Unit Price	Total
REGION 20 COOP #20022					

**VERKADA DOOR INTERCOM INSTALLATION PROJECT**

1	Intech Southwest Services - Onsite Complete Installation of Verkada Intercom at exterior Door at SSISD	VERKADA INTERCOM	140	\$985.00	\$137,900.00
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**Note: SOW:**

BRIEF SCOPE OF WORK: This proposal is for the installation of 140 intercoms located across 13 campuses in the South San ISD school district. It includes the installation and programming necessary to integrate 140 new intercoms into their existing access-controlled doors. This quote is a LABOR ONLY quote and does not include any additional materials or door hardware.

**VERKADA COMMAND CONFIGUARTION AND TRAINING PROVIDED BY VERKADA TEAM AND ENGINEER****Exclusions:**

- 1.Card Readers, Controllers, Licensing, Software, Cable, any materials and hardware
- 2.No cabling is included in this quote
- 3.No database editing/entry is included, customer must provide working access control system or electrified door hardware
- 4.All existing cable and door hardware are assumed to be in good working order
- 5.Any defective hardware/cabling will be repaired/replaced on a separate T&M standard rates service call
- 6.All doors that do not have an existing access control system or electrified hardware will be quoted separately
- 7.All work to be performed during normal business hours (Normal business hours are 7A-5P M-F)
- 8.Night Work
- 9.Sales Tax
- 10.Excessive Insurance (2 Mil Umbrella; 1 Yr Op & AI, OCP)
- 11.Preparation for or painting of pipe
- 12.High voltage electrical work
- 13.Coring or cutting of flooring.
- 14.Patching or painting of drywall after access is gained to areas of wiring.
- 15.Back boxes and electrical conduit rough in to include pathways and underground.
- 16.Aerial lift for devices over 20 feet in height to be provided by the school district per previous conversation
- 17.Owner Controlled Insurance Program
- 18.Prevaling wage based on Davis Bacon Wage Act
- 19.Payment or Performance bonds Engineering/closeout documents and closeout documentation
- 20.No warranty will be provided on existing material or hardware/cabling

2	Intech Southwest Services - Cat 6 A Cable Run for South San ISD - Intercoms project	CABLE RUN	140	\$325.00	\$45,500.00
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**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

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>\$183,400.00</b>
<b>Product Subtotal:</b>	<b>\$183,400.00</b>
Tax (.0000%):	\$0.00
Shipping:	\$0.00
<b>Total:</b>	<b>\$183,400.00</b>