

February 3, 2026

Mr. William Green
Assistant Superintendent of District Services
Livonia Public Schools
15125 Farmington Road
Livonia, MI 48154

Project Name: Livonia Public Schools
District-Wide Card Access/Intercom/Security
Livonia, Michigan

IDS Project No.: 21191-1000 BP T12 - Technology

Dear Mr. Green,

Bid specifications and drawings for the District-Wide Card Access/Intercom/Security project were issued on January 5, 2026. The bid scope includes the replacement of all existing access control card readers, secure vestibule intercom systems, and physical security intrusion devices for all district buildings. The primary criteria is a transition from the legacy security systems (doors, intercoms, building security). All new systems are designed to function and be administered by the existing Verkada management system. All affected existing legacy systems will be removed.

Six Mandatory Alternates were requested to provide for the addition or replacement of ancillary security devices. These Mandatory Alternates, and associated costs, are noted on the attached spreadsheet Voluntary Alternates were encouraged, based on the scope of the project.

A "Basis of Design" was established for all potential bidders, utilizing the Verkada systems management solution provided in prior project completions for District Wide Security Camera upgrades. This solution will allow all security systems to be managed in a single administrative and monitoring environment.

A pre-bid conference was conducted on January 12, 2026. The pre-bid conference was not mandatory.

Two (2) qualified bids were received on January 26, 2026, as follows:

Bidder	Bid Bond	Required Affidavits	Base Bid	MA 1 thru MA 6 (see attached)
Sequoia Technologies	Yes	Yes	\$2,135,307.00	---
Mobile Communications (MCA)	Yes	Yes	\$2,232,033.90	---

Both bidders were invited to attend a post-bid conference to evaluate their bid submissions.

As the low-apparent bidder, Sequoia Technologies' bid was evaluated and determined to be compliant with specifications. Sequoia Technologies has previously worked with the district extensively during the current and last bond initiative on a variety of large technology projects with a favorable work record.

IDS recommends award of the District-Wide Card Access/Intercom/Security project to Sequoia Technologies, for a base bid of \$2,135,307.00. Further, the District accepts Mandatory Alternates #1, #2, #3, and #5 and acceptance of the Voluntary Alternate #1 for an award total in the amount of \$2,171,994.00. In addition to the total award amount, IDS is recommending a construction contingency be established in the amount of \$200,000.00.

5211 cascade road se, ste. 300
grand rapids, mi 49546

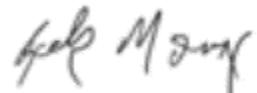
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Respectfully,



Rock Morey
Project Manager
Integrated Design Solutions, LLC

cc: T. Klan, LPS
B. Weber, PMR
File