



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: March 17, 2025

Agenda Section: Consent

Agenda Item Title: Approval of RFP 2024-06 Enhanced School Security Infrastructure

From: Tony Kingman, Chief Financial Officer

Additional Presenters if Applicable: N/A

Description: The South San Antonio Independent School District (District) has requested proposals from qualified service providers for turnkey, comprehensive physical security systems to include; video surveillance, access control, networking switches, and other security systems.

Historical Data: n/a

Recommendation: Recommend to Board of Trustees to approve various vendors, as each provides multiple services that meet the district's needs; DIGI Security Systems, Intech Southwest Services, Koetter Fire Protection of San Antonio, and Waypoint Business Solutions.

Purchasing Director and Approval Date: Victoria Cantu, February 7, 2025

Funding Budget Code and Amount: SAFE Grant

Goals: 3. SSAISD will implement program initiatives and activities that reflect a commitment to preparing 100% of students for post-secondary educational or career paths.

2024-06 - Enhanced School Security Infrastructure

Supplier	Rank	Score	Purchase Price	Reputation of the Vendor's Goods or Services	Quality of the Vendor's Goods or Services	Extent to which the Goods or Services Meets the District's Needs	Vendor's Past Relationship with the District	References	SWMBE Certifications	The total cost to the District to acquire the vendor's goods or services	Value added incentives beneficial to the District.
	100	30.00	10.00	10.00	20.00	5.00	5.00	6.00	5.00	9.00	
Intech Southwest Services	1	91.67	27.33	9.33	9.33	18.33	5.00	5.00	6.00	4.33	7.00
DIGI Security Systems LLC and Koetter Fire Protection of San	2	83.33	28.33	8.00	8.00	16.67	1.00	5.00	6.00	4.33	6.00
Waypoint Business Solutions, L	3	75.33	28.33	8.00	8.00	18.33	1.00	5.00	0.00	4.33	2.33
Convergentz	4	71.67	24.33	8.33	8.33	17.33	1.00	5.00	0.00	3.67	3.67
A3 Communications, Inc. dba 3S	5	59.33	16.67	7.67	8.33	15.67	1.00	5.00	0.00	2.67	2.33
FastBall Integration LLC	6	45.00	16.67	5.67	5.00	5.00	0.33	5.00	4.00	2.33	1.00
Entry Shield	7	37.00	10.33	5.00	3.33	6.33	2.67	3.33	2.00	3.00	1.00
Flip Lok LLC	8	36.33	9.00	3.67	2.67	5.67	1.00	5.00	6.00	2.67	0.67
	9	22.00	5.67	3.00	4.00	4.67	1.00	0.00	0.00	3.00	0.67
	57.96	18.52	6.52	6.33	12.00	1.56	4.26	2.67	3.37	2.74	

Evaluators
Arambula, Alejandro
Deleon, Isreal
Gutierrez, Moses



RFP 2024-06 Enhanced School Security Infrastructure

Friday, December 20, 2024	<p>1st advertisement on Express Newspaper <i>(Per Texas Education Code, bidding opportunities are to be posted on the local newspaper at a minimal of 2 days, in a two week period)</i></p>
Friday, December 27, 2024	<p>2nd advertisement on Express Newspaper <i>(Per Texas Education Code, bidding opportunities are to be posted on the local newspaper at a minimal of 2 days, in a two week period)</i></p>
Tuesday, January 14, 2025 2:00 pm	<p>Pre-Bid Conference Meeting <i>South San ISD Administrative Offices 1450 Gillette Blvd San Antonio, TX 78224 Board Room</i></p>
Wednesday, January 15, 2025 9:00-3:00pm	<p>Site Visits (Optional) (Elementary School Sites) schedule to follow</p>
Thursday, January 16, 2025 9:00-3:00pm	<p>Site Visits (Optional) (Secondary School Sites) schedule to follow</p>
Friday, January 17, 2025 5:00 pm	<p>Vendor Questions due on Ionwave <i>(Interested vendors have the opportunity to ask questions regarding the bidding opportunities as it pertains to the scope of work, bid details, etc. All questions are to be submitted on Ionwave for public view)</i></p>
Tuesday, January 21, 2025 5:00 pm	<p>Addendum due <i>(Vendor questions are to be answered by this given date. All responses are posted on Ionwave for public view)</i></p>
Friday, January 31, 2025 2:30 pm	<p>Bid Opening (location TBD)</p> <p><i>(Committee Members are to refer to their invite sent via outlook calendar. The purpose of the Bid opening is to disclose the names of the proposals received. Interested Vendors must submit proposals by this given date)</i></p>
Week of February 3-8 th 2025 (Tentative)	<p>Evaluation Meeting (location TBD)</p> <p><i>(Committee members will meet to discuss and score proposals received. Depending on the number of submissions received, an additional meeting will be needed. Laptops are needed.</i></p>
Wednesday, February 19, 2025	<p>Recommendation(s) made to Board of Trustees SSAISD Board Meeting</p>



2024-06 Addendum 9

Enhanced School Security Infrastructure

Issue Date: 12/20/2024

Questions Deadline: 1/17/2025 05:00 PM (CT)

Response Deadline: 2/3/2025 11:45 AM (CT)

Contact Information

Contact: Victoria Cantu Director of Procurement

Address: Procurement Office

1450 Gillette Blvd.

San Antonio, TX 78224

Phone: (210) 977-7025 x3018

Email: victoria.cantu@southsanisd.net

Event Information

Number: 2024-06 Addendum 9
Title: Enhanced School Security Infrastructure
Type: Request for Proposal
Issue Date: 12/20/2024
Question Deadline: 1/17/2025 05:00 PM (CT)
Response Deadline: 2/3/2025 11:45 AM (CT)
Notes:

The South San Antonio Independent School District (SSAISD) requests interested parties to submit proposals for "Enhanced School Security Infrastructure."

This award is contingent upon funding and no guarantee of a minimum amount of work is implied or expressed by this Request for Proposal. Services required shall be determined solely by the needs of the District on a "as needed" basis. This contract is anticipated to be awarded to multiple vendors.

The contract shall be valid for three (3) year from the date of Board of Trustees approval with the option to renew for two (2) additional one (1) year periods based upon the original terms, conditions and pricing if mutually agreeable by both parties.

Should the District opt to exercise any renewal option years, the District reserves the right to re-negotiate pricing for potential cost savings during subsequent renewal periods.

Bid Activities

Pre-Bid Conference (optional)

1/14/2025 2:00:00 PM (CT)

South San Antonio ISD
Board Room #101
1450 Gillette Blvd
San Antonio, TX 78224

SITE VISITS (OPTIONAL) ELEMENTARY

1/15/2025 9:00:00 AM (CT)

Starting Location :

5622 Ray Ellison
San Antonio, TX 78242

Site Visits (Optional)
(Elementary School Sites) schedule to follow

SITE VISITS (OPTIONAL) (SECONDARY)

1/16/2025 9:00:00 AM (CT)

INTECH SOUTHWEST SERVICES PROPOSAL
4778 RESEARCH DR.
SAN ANTONIO TX 78240
RESPONSE TO SOUTH SAN ISD RFP
FY 2025 - 2024-06 (ENHANCED SCHOOL
SECURITY INFRASTRUCTURE)



Intech Southwest Services

DIR# TSO-4159
SPIN #143026602

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- W9
- CIQ
- INSURANCE
- ABOUT INTECH SW
- ABILITY TO PERFORM
SERVICES



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	Feb 02, 2025 09:29 AM CST
Modified Date	Feb 03, 2025 09:59 AM CST
Quote #	437069 - rev 1 of 1
Description	SOUTH SAN ISD DISTRICT WIDE CAMERA PROJECT
SalesRep	Reyher, Kevin (P) 210-690-0000 (F) 210-690-0200
Customer Contact	DeLeon, Isreal (P) 210-977-7375 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	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
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Customer PO:	Terms: Undefined	Ship Via: UPS Ground
Special Instructions:		Carrier Account #:

#	Image Description	Part #	Qty	Unit Price	Total
CAMERA PROJECT					
1	CD52 Indoor Dome Camera, 256GB, 30 Days Max	CD52-256-HW	434	\$599.00	\$259,966.00
2	VERKADA - CH52-E Outdoor Multisensor Camera, 1TB, 30 Days Max	CH52-1TBE-HW	51	\$1,785.00	\$91,035.00
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 - 10- Year camera licensing	LIC-CAM-10Y	577	\$889.00	\$512,953.00
8	Verkada - 10-Year Multisensor Camera License	LIC-CH52-10Y	51	\$2,675.00	\$136,425.00
9	Verkada - CB52-E Outdoor Bullet Camera, 256GB, 30 Days Max	CB52-256E-HW	62	\$690.00	\$42,780.00
10	VERKADA - CD52-E Outdoor Dome Camera, 256GB, 30 Days Max	CD52-256E-HW	81	\$690.00	\$55,890.00
11	Intech Southwest Services - Camera Installation for South San ISD District Wide Camera Project	CAMERA INSTALLATION	628	\$122.00	\$76,616.00
<p>Note: SOW: ONSITE REMOVAL OF 500 EXISTING CAMERAS AT ALL SOUTH SAN ISD LOCATIONS INTECH SOUTHWEST WILL PALLETIZE AND DELIVER THESE CAMERAS TO SAID DESIGNATED LOCATION PROVIDED BY SOUTH SAN ISD INSTALLATION OF 628 NEW VERKADA CAMERAS AND MOUNTS FOR SOUTH SAN ISD AT ALL DESGINATED LOCATIONS - 485 INDOOR CAMERAS & 143 OUTDOOR CAMERAS CONFIGURATION OF ALL NEW ANGLES AND VIEWS OF CAMERAS AS DETERMINED BY SOUTH SAN ISD TESTING OF ALL NEW CAMERA EQUIPMENT WITH SOUTH SAN ISD ON SOUTH SAN ISD NETWORK 90 DAY POST INSTALLATION SUPPORT FROM INTECH SOUTHWEST AND VERKADA NETWORKS BY CABLING AND ENGINEERING TEAM NEW NETWORK DESIGN OF CAMERA INFRASTRUCTURE FOR SOUTH SAN ISD BY WALKING AND MAPPING OUT ALL NEW CAMERAS AT ALL SOUTH SAN ISD CAMPUS'S THIS DESIGN MAP DOCUMENT WILL BE PROVIDED TO SOUTH SAN ISD TO HAVE AND KEEP TRASH REMOVAL</p>					
12	Intech Southwest Services - Cat 6A Cable run for South San ISD District Wide Camera Project	CABLE RUN FOR CAMERAS	140	\$350.00	\$49,000.00
<p>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</p>					
13	Intech Southwest Services - Scissor Lift Rental for Access Control Project for South San ISD	SCISSOR LIFT	1	\$9,500.00	\$9,500.00

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.

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.

Subtotal:	\$1,259,405.00
<i>Product Subtotal:</i>	<i>\$1,259,405.00</i>
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$1,259,405.00



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	Feb 02, 2025 09:30 AM CST
Modified Date	Feb 03, 2025 10:05 AM CST
Quote #	437070 - rev 1 of 1
Description	SOUTH SAN ISD DISTRICT WIDE ACCESS CONTROL PROJECT
SalesRep	Reyher, Kevin (P) 210-690-0000 (F) 210-690-0200
Customer Contact	DeLeon, Isreal (P) 210-977-7375 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

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 (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
ACCESS CONTROL PROJECT					
1	Verkada - AC12 1 Door Controller	AC12 HW	196	\$350.00	\$68,600.00
2	VERKADA - AD34 Multi-format Card Reader	AD34-HW	196	\$175.00	\$34,300.00
3	VERKADA - 10-Year Door License	LIC-AC-10Y	196	\$999.00	\$195,804.00
4	VERKADA -PoE++ (802.3bt-2018) Injector, GigE, High Surge Protect,	ACC-POE-60WHS-NA	196	\$90.00	\$17,640.00
5	VERKADA - Indoor 90W PoE++ (802.3bt-2018) Injector, GigE, NA Type B	ACC-POE-90W-NA	51	\$86.00	\$4,386.00
6	Intech Southwest Services - Access Control Installation for 189 Existing Doors & 7 New Doors for South San ISD	Access Control Installation	196	\$905.00	\$177,380.00

Note: SOW:

BRIEF SCOPE OF WORK: This proposal is for the replacement of 189 access control door controllers located above each door across 13 campuses in the South San ISD school district. It also includes the installation, cabling, programing and hardware necessary to add 7 doors to their new Verkada system. This quote includes the following materials per door

1. EACH Door Hardware (Door Specific) If Needed
2. 1 EACH Request To Exit Motion
3. 1 EACH Surface Mount Door Contact
4. Wiremould at the door to support the install
5. Cable from junction box/controller within 25' of door

Exclusions:

- 1.Card Readers, Controllers, Licensing, Software, any materials not listed above
- 2.Cable from Controller to Door, Network Cabling/Structured Cabling
- 3.No database editing/entry is included, customer must provide working CSV file for Verkada to convert
- 4.All 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.Controllers are assumed to be located above each door (information provided in RFI from district dated 1-24-2025)
- 7.Controllers that are not located above each door will accrue additional charges based on a T&M standard rate
- 8.Overtime (Normal business hours are 7A-5P M-F)
- 9.Night Work
- 10.Sales Tax
- 11.Excessive Insurance (2 Mil Umbrella; 1 Yr Op & AI, OCP)

- 12.Preparation for or painting of pipe
- 13.High voltage electrical work
- 14.Coring or cutting of flooring.
- 15.Patching or painting of drywall after access is gained to areas of wiring.
- 16.Back boxes and electrical conduit rough in to include pathways and underground.
- 17.Aerial lift for devices over 20 feet in height.
- 18.Owner Controlled Insurance Program
- 19.Prevaling wage based on Davis Bacon Wage Act
- 20.Payment or Performance bonds Engineering/closeout documents and closeout documentation
- 21.No warranty will be provided on existing material or hardware/cabling

7	Intech Southwest Services - Cat 6A Cable run for South San ISD Door Controllers	CAT 6 CABLE RUN	196	\$350.00	\$68,600.00
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Note: SOW:
 NEW CAT 6A LEVITON CABLE RUN FOR ACCESS CONTROL PROJECT FOR SOUTH SAN ISD
 PROJECT CONSIST OF 196 CABLE RUNS FOR 196 DOORS FOR SOUTH SAN ISD

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.

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.

Subtotal:	\$566,710.00
<i>Product Subtotal:</i>	<i>\$566,710.00</i>
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$566,710.00



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	Feb 02, 2025 10:48 AM CST
Modified Date	Feb 02, 2025 12:48 PM CST
Quote #	437071 - rev 1 of 1
Description	SOUTH SAN ISD DISTRICT - VERKADA GUEST FOR 13 CAMPUS'S
SalesRep	Reyher, Kevin (P) 210-690-0000 (F) 210-690-0200
Customer Contact	DeLeon, Isreal (P) 210-977-7375 israel.deleon@southsanisd.net

Customer

South San Antonio ISD (SouthSA400)
 DeLeon, Isreal
 5622 Ray Ellison Blvd
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 (P) (210) 977-7375
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Bill To

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Ship To

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 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
1	Verkada 10-Year Workplace K-12 License	LIC-WP-10Y-K	13	\$7,450.00	\$96,850.00
2	10.2 inch iPad, 64GB	ACC-TBL-1	13	\$370.00	\$4,810.00
3	Verkada - IPAD STAND	ACCX-TBL-STD-1	13	\$45.00	\$585.00
4	Brother QL-820NWB/QL-820NWBc Label Printer	ACC-PRT-1	13	\$275.00	\$3,575.00
5	Labels for Brother QL-820NWB, Qty 200, Color White	ACCX-PRT-LBL-1	13	\$22.00	\$286.00
6	Intech Southwest Services - Onsite & Remote Support of Configuration and Installation of Verkada Guest for South San ISD	VERKADA GUEST SET UP	1	\$1,400.00	\$1,400.00

Note: SOW:

ONSITE DELIVERY, DEPLOYMENT AND SETUP OF BROTHER PRINTERS, IPAD STANDS, AND IPADS FOR SOUTH SAN ISD AT ALL 13 CAMPUS LOCATIONS SET UP AND TRAINING OF VERKADA GUEST FOR SOUTH SAN TECHNOLOGY DEPARTMENT AND OR ADMINISTRATION UP TO 4 ADDITIONAL TRAINING SESSIONS FOR SOUTH SAN ISD ON HOW TO USE VERKADA GUEST

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.

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Subtotal:	\$107,506.00
Product Subtotal:	\$107,506.00
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$107,506.00



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	Feb 03, 2025 09:48 AM CST
Modified Date	Feb 03, 2025 10:03 AM CST
Quote #	437088 - rev 1 of 1
Description	SOUTH SAN ISD CAMERA & ACCESS CONTROL PROJECT - SWITCHES
SalesRep	Lopez, Sam (P) 210-690-0000
Customer Contact	DeLeon, Isreal (P) 210-977-7375 israel.deleon@southsanisd.net

Customer

South San Antonio ISD (SouthSA400)
 DeLeon, Isreal
 5622 Ray Ellison Blvd
 San Antonio, TX 78242
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 (P) (210) 977-7375
 (F) (210) 977-7378

Bill To

South San Antonio ISD
 Payable, Accounts
 2515 Bobcat Lane #4
 San Antonio, TX 78224
 United States
 (P) (210) 977-7375
 (F) (210) 977-7378

Ship To

South San Antonio ISD
 Payable, Accounts
 2515 Bobcat Lane #4
 San Antonio, TX 78224
 United States
 (P) (210) 977-7375
 (F) (210) 977-7378

Customer PO:	Terms: Undefined	Ship Via: UPS Ground
Special Instructions:		Carrier Account #:

#	Image	Description	Part #	Qty	Unit Price	Total
DIR TSO-4160 / SPIN # 143026602						
1		HPE Aruba 6200M 48G Class4 PoE 4SFP+ Switch 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	\$3,400.00	\$217,600.00
Note: SOW: WE ARE OVER SPECING THE AMOUNT OF SWITCHES AND ALLOWING 1 SWITCH PER IDF HOWEVER WE DO UNDERSTAND THAT ONCE WE ARE ONSITE THE AMOUNT WILL MORE THEN LIKELY DECREASE BASED ON THE NEEDED CAMERA PORTS.						
2		HPE Aruba X372 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
3		HPE Aruba Direct Attach Copper Cable 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	J9281D	64	\$50.00	\$3,200.00
4		HPE Aruba Central Foundation 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	Q9Y75AAE	64	\$325.00	\$20,800.00
5		Intech Southwest Services - Switch Installation and Configuration for South San ISD	SWITCH INSTALLATION	64	\$235.00	\$15,040.00
Note: SOW: INTECH SOUTHWEST WILL CREATE BRAND NEW CUSTOM SWITCH CONFIGURATION FOR SSISD ONITE PHYSICAL REMOVAL OF CURRENT SWITCHES AND INSTALLATION OF NEW ARUBA SWITCHES AT DESIGNATED CAMPUS(S) AT SSISD TESTING OF ALL ARUBA SWITCHES TO ENSURE POWER AND CONNECTIVITY THROUGH OUT CAMPUS(S) FOR SSISD 90 DAY POST INSTALLATION OFFSITE AND ONSITE NETWORK SWITCH SUPPORT FOR SSISD						

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.

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Subtotal:	\$313,600.00
Product Subtotal:	\$313,600.00
Tax (.0000%):	\$0.00
Shipping:	\$0.00
Total:	\$313,600.00

Request for Taxpayer Identification Number and Certification

Go to www.irs.gov/FormW9 for instructions and the latest information.

**Give form to the
requester. Do not
send to the IRS.**

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type.
See Specific Instructions on page 3.

1	Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) INTECH SOUTHWEST SERVICES, LLC	
2	Business name/disregarded entity name, if different from above.	
3a	Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) <u>S</u> <small>Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.</small> <input type="checkbox"/> Other (see instructions)	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ <i>(Applies to accounts maintained outside the United States.)</i>
3b	If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions <input type="checkbox"/>	
5	Address (number, street, and apt. or suite no.). See instructions. PO BOX 691364	Requester's name and address (optional)
6	City, state, and ZIP code SAN ANTONIO, TX 78269	
7	List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
or									
Employer identification number									
2	0		4	0	2	8	5	2	8

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person <i>Carmen D. Reyher</i>	Date
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

Intech Southwest Services, LLC

2 Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Carmen Delia Reyher
Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

Yes No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 Carmen Delia Reyher
Signature of vendor doing business with the governmental entity

1-27-2025
Date

■ Company History

About us – Intech Southwest Services is an Information Technology Products and Services company. We are specialized in Turn Key implementations from product acquisition to retirement.

The mission statement of Intech Southwest is to provide our customers with the very best customer service at competitive prices.

From the initial sale to post-warranty support, we are committed to assist our customer with every aspect of the products we sell. We pride ourselves in our flexibility to adapt to the various needs of each customer we serve, and challenge ourselves daily to find new ways to consistently add value to our products and services. The size of our product line is always expanding to meet the needs of the customer as well. We believe the core of our business philosophy is excellent customer service.

Intech Southwest Services has managed and implemented large scale multi-customer deployments for years within school district environments. We have experience in managing many projects at one given time and can quickly acquire the resources needed to handle any task.

Intech Southwest has built up and maintained a vehicle fleet for cargo transport within San Antonio. We have a 20,000 square foot warehouse and technical configuration center within San Antonio that provides Custom Imaging, Asset Tagging and integration services for computer equipment. We are capable of multicasting and bit-by-bit imaging as well as drive encryption and Sarbanes-Oxley standard data destruction. We have successfully imaged over 500 computers a day at current productivity levels.

Intech Southwest was founded in 2002 and has 65+ full time employees and multiple contractors.

Intech Southwest is headquartered in San Antonio, TX, with another office in Houston TX

Products – Intech Southwest sells over a million IT products from Personal Computer Accessories to Storage Area Networks and entire Networks. Current Brand names that we are authorized to sell include Hewlett Packard, Aruba, HPE, Microsoft, Veeam, VmWare, Dell, Cisco, Lenovo, Symantec, APC, VMware and Belkin. We maintain an interactive online catalog with real time pricing and availability for every product that we carry.

Services – Intech Southwest is an Authorized Service Center for Hewlett Packard, Lenovo, and Dell. We have access to parts for quick repair times and we have a staff of technicians for repair and troubleshooting on the complete product line of notebooks, desktops, servers and printers.

Intech Southwest has implemented extensive on-site services including computer installations, Network Refresh's, Erate Projects, Cabling, VDI, Active Directory Migrations, Exchange implementations, Server and Storage Installations and software rollouts.

Description of Ability to Provide Services/Firm Resources

■ Services Provided

Intech Southwest Services will provide the following services for a School District. Services listed here include pre-production, production and post-production services unless otherwise covered under a separate agreement.

◆ Product Staging

Intech Southwest is capable of receiving shipments and/or locally transporting computer goods at our warehouse facilities before implementation is done at the campus level. This allows finishing services to be performed (asset tagging, imaging, etc.) before the installation is actually performed. In addition to our own warehouse facilities (10,000 square feet), Intech Southwest also has an agreement with CEVA Logistics for additional warehousing space (20,000 square feet) in the event of very large staging requirements prior to deployment.

◆ Asset Tagging

Intech Southwest has asset tagging equipment on hand that we use to create asset tags for our customers if needed or not provided by the customer. Intech Southwest will un-box all of the selected product, asset tag the product and then scan the information into either a database or spreadsheet (customer choice) matching it up with purchase order or pre-designated asset information. Custom Asset Tag creation is an option for our customers and we maintain software for tag creation to customer specification.

◆ Network deployment

Intech Southwest will stage all networking equipment and configure according to customer requirements.

◆ Integration

Intech Southwest has a fully trained technical staff with HP and Dell certifications. We are capable to custom integration for upgrade components such as video cards, memory and hard drives during the staging process.

◆ Repair

Intech Southwest is a fully authorized HP and Dell Authorized Repair Center. Any DOA product can be repaired before it reaches the School District facilities.

◆ **Transport**

Intech Southwest maintains a local fleet of vehicles capable of palletized transport of hundreds of desktop and laptop CPUS at a time within the San Antonio area.

◆ **Installation**

Intech Southwest has an experienced technical and installation crew with a background of working in the public sector. Installation begins with unloading and localized staging within the selected area. Deployments are done one group at a time and involve setting up the computer, monitor and/or laptop with docking station components. Keyboards, mice, printers, scanners and other accessories are included within this process. Wire management and consolidation is utilized to provide end user satisfaction. Connectivity of the client to the server is performed as a last step of installation and includes running scripts or downloading necessary software to the CPU.

◆ **Data Transfer**

Existing Data that needs to be migrated can be migrated to an internal storage location (such as a Storage Area Network or Network Attached Storage) prior to installation of the new PC. Software that requires re-installation is requested to be present as an executable file or ISO image via an accessible server as well. After data is uploaded to the storage location and software programs are verified the old system is taken offline and the new system is installed. Software programs are loaded first and then data is brought back down into folders on the new system. The object and goal of data transfer is to make the new desktop environment resemble the old one as closely as possible to maintain customer satisfaction.

Missing software installation keys for individual programs may result in an additional charge per installation if Intech is responsible for contacting software companies for new install procedures.

◆ **Trash Removal**

Intech Southwest removes all trash from the customer site including unwanted documentation, Styrofoam, cardboard and plastic wrapping material. This material is recycled when possible. It is the experience of Intech Southwest that using customer dumpsters presents problems so we maintain the burden of trash removal.

◆ **Inventory**

Intech Southwest scans all installed systems and matches the room numbers with Asset Tags/Serial numbers in a pre-described method agreed upon by the customer. An Excel or database format is presented to the customer for asset tracking purposes. Intech Southwest provides this data to the customer and retains a copy within our records as well.

◆ **Custom Installation**

Intech Southwest has experience with customer mounting solutions that may be necessary such as locks, science equipment and computer furniture.

■ **Project Management**

Based on our staff resumes and the School District's project needs, we have put together the following proposed project management team.

- **Account Executive: Sam Lopez:** Responsible for managing all product, services, and sales contact between the Intech Southwest development team and the SCHOOL DISTRICT. Sam Lopez has been an Account Executive at Intech Southwest for over 6 years.
- **Inside Sales Representative: Stephen Delgado:** Inside Sales Rep will act as a 2nd point of communication and support to better serve the SCHOOL DISTRICT.
- **Logistics manager: Chris Schultz:** The logistics manager is responsible for internally managing our operation teams to meet customer schedules and budget constraints.
- **Technical Team Lead: Brady Svadlenak:** The technical team lead is responsible for managing our full-time staff of technicians and all contractors. The technical team lead answers directly to operations manager and project managers.
- **System Engineer: Steve Smith:** The System Engineer is responsible for coordinating advanced services and solutions with the SCHOOL DISTRICT such as Image Creation, Active Directory and deployment scripts. While these services may not be utilized in every case they are available.
- **Warehouse Manager: Roberto Ramirez:** The warehouse manager is responsible for asset tagging, order and asset documentation, product staging and transportation arrangements.

The contact person will be your main contact point to the project development team. All decisions must be cleared through the team contact person and project manager. Subordinate team members should not be contacted directly unless cleared by the team contact, project manager and team leader.

The Client Contact and Project Manager will both interact directly with all groups at the School District including the Technology Director, Project Manager and Technical Services Team. Rather than have just a sales contact available to the School District, Intech Southwest believes strongly in working directly with the manager of the project itself so that any issues can be addressed directly and improved upon with maximum efficiency. Intech Southwest believes in consistent communication with our customers to insure there are no surprises or confusion on either end before a project begins.

■ **Logistics**

The logistics required for the successful completion of the project are outlined below. Intech Southwest has experience in the complex business operations required by the project and will ensure an optimized, cost-effective, and competitively advantageous solution.

This is a recommended outline for a maximized deployment with the intent to minimize resources needed from The School District to complete each project. While not all of these services may be utilized according to the needs or wishes of the customer, this will provide an outline for a step by step process of a typical successful deployment.

Logistics Services:

◆ **Supply Chain Management**

An order is placed by the School District with the selected vendor. If the order is placed with Intech Southwest the order will be tracked and ETA's given within the parameters of the deployment project. Time and date of installation can be confirmed within a few days of the order placement. If orders are placed with other vendors Intech Southwest will rely on information from the School District for delivery dates and times.

◆ **Warehouse Logistics**

Product slated for deployment arrives at Intech Southwest directly. If product arrives at the School District warehouse Intech Southwest picks up the product and transports it to the Intech Southwest Warehouse. The School District is provided with receipt of transport.

◆ **Inventory and Software Management**

Product is unpacked and powered on. Product is then imaged with the selected software load

that is designated by the School District. Product is asset tagged, scanned into the Intech Southwest database and then re-packed within the same box it arrived in. Product is palletized for transport referencing the campus that the PO designates.

◆ **Shipping and Transportation Logistics**

Product is loaded onto an Intech Southwest truck and transported to the campus destination on the day of the deployment activity. Product is unloaded onsite via pallet jacks and taken to the temporary pre-destined staging area. Only the amount of product that will be deployed that day is taken and the remainder will remain at the Intech Warehouse until it is ready to be deployed. This will minimize the security needs at the School District for a secure staging area at every campus until all work is performed. A packing list is generated and provided to the School District for its records of the transport to the campus.

● **Logistics Optimization**

Products is deployed onsite for installation. A typical installation includes the following 11 steps:

1. Network switch – rack and stack switch, wire and dress existing cabling, and configure
2. Access point deployment- mount AP configure to network
3. CPU Setup
4. Monitor Setup
5. Keyboard, Mouse and Monitor Cable hooked up to CPU
6. Power Management (Surge Protector or wall plug)
7. Cable Management (Loose Cables tied and secured)
8. Printer/Scanner installation (when required)
9. Power On and Connectivity of the Client to the Server
10. Insure Internet connectivity and initiate software download if necessary
11. Scan and record asset information and location of asset
12. Trash and debris removal from job site
13. Quality Control

◆ **Project Management**

In the event of network issues or logistical issues such as locked doors the appropriate

personnel within the School District will be notified. The typical point of contact for campus at the School District access is usually the custodial staff. Intech Southwest makes it a point to introduce our Team Leader to the custodian at every location before work begins that day. It is preferable that the custodian have a cell phone number that they can be reached at, but if not Intech Southwest will furnish them with a local 2 way radio for communication for the duration of the campus project.

◆ **(EDI) Electronic Data Interchange**

Asset Information will be provided to the School District in a spreadsheet or database format. Typically Excel is used for this information because it's easy to upload to a database and it's easy to look up information in this format. Intech will email this information to the School District contact and also retain a copy for our own records.

■ **Quality Control**

Intech Southwest has implemented a quality control system to ensure that this project meets or exceeds the specifications. Our quality control system ensures the project will proceed with minimal unforeseen problems and eliminates the costly trial and error approaches used by companies who do not integrate quality control into their overall project development from start to finish.

After software installation has been completed, a colored tag is placed on the PC by each installer showing "Complete" and contains the initials of the installer. After asset information has been turned in to the Project Manager and trash is being removed, the Team Leader is instructed to check a randomized 20% of each installers work area. The following are the items that are evaluated during a quality control check:

- ◆ Correct hardware installation and positioning
- ◆ Cable Management
- ◆ Software Download compliance with instructions
- ◆ Print Test Page (if printer attached)
- ◆ Scan Image (if scanner attached)
- ◆ Internet connectivity and network connection

If any portion of the quality control check fails, then a full 100% audit is conducted for the work of the installer. This method has provided Intech Southwest a 100% satisfaction rating with our customers involved with similar installations.

■ Safety Plan

Listed below are the methods we propose to ensure everyone's safety during this project.

Safety on the job site is a key concern to Intech Southwest both for our customers and our employees. We maintain a rigorous safety plan for all of our employees.

◆ Construction

Intech Southwest provides all of employees with hard hats and colored vests if we are at a location that is under construction or renovation. This is done to comply with the standard of the construction contractor as well as the customer. Intech Southwest has a 100% safety record with no accidents ever occurring on a job site.

◆ Equipment

During the unloading and staging process Intech Southwest may utilize pallet jacks and/or dollies to transport product from one location to another at a job site. 3 people are used during this process: One to operate the pallet jack and two more to guard the back and the front of the operator. This is to insure that no personnel exit a room without knowing a pallet jack is in motion. All box cutters are kept in a closed position unless being used. Equipment remains with Intech Southwest personnel at all times.

■ Security Plan

Security is always of primary importance. Listed below are the measures proposed to ensure security on this project.

Security is maintained for all personnel before work commences on any job site.

◆ Background checks

State background checks are done for every employee and contractor before any person is allowed to be onsite at a job location. Failure to pass a background check is grounds for immediate dismissal.

◆ **Drug Testing**

Intech Southwest is a drug-free corporation. Mandatory drug tests are conducted for every employee and subcontractor before any work can be performed by that person.

◆ **Identification**

Every employee and contractor is required to wear an Intech Southwest Photo ID badge and Intech Southwest shirt while they are on a job site without exception. The ID badges are supplied by Intech Southwest to all workers before they arrive at the job site. If any additional badges or passes are required by the customer Intech Southwest will comply.

◆ **Installation Security**

Intech Southwest maintains security cameras in all warehouse and external dock/front door locations. We also maintain an alarm system as well as night/weekend physical security.



Introduction

Founded in 2003, DIGI Security Systems, LLC, is a low voltage security company with headquarters in Tulsa, Oklahoma, and offices across the region.

Our motto at DIGI is that people are our purpose. We may provide commercial security solutions to organizations of all kinds, but our top priority is to provide an exceptional, personal experience to those we serve. This is why you'll hear us reference our clients as partners. We strive to become an extension of the organizations we serve so that they can focus on what they do best.

We are honored to submit this proposal, and on behalf of everyone at the DIGI Family, we wish you the very best in selecting the best company for the job. We truly believe that's us, and we hope this proposal demonstrates that.

Corporate Seal / Registration

DIGI Security Systems, LLC, is registered as a Limited Liability Company in the State of Oklahoma and wholly owned by Cobalt Service Partners. Corporate documentation is included in the Additional Information Exhibit of this proposal.

03 February 2025

South San Antonio Independent School District (SSAISD)

Director of Procurement

Victoria Cantu

1450 Gillette Blvd

San Antonio, TX 78224

Re: Request for Proposal - "2024-06 Enhanced School Security Infrastructure"

Dear Ms. Victoria,

We are honored to respond to your Request for Proposal to be considered for enhancing the school security infrastructure for SSAISD. We are on a mission to demonstrate the DIGI Difference in everything we do. We not only provide organizations with the best quality security systems, but we also work tirelessly to ensure our partners experience the best service possible.

We put our experts to work on designing a security solution that meets your unique needs. Our team of engineers has designed the most comprehensive solution based on your specifications, as outlined below:

1. Upgrading existing interior and exterior cameras with Power-over-Ethernet (PoE) based Video Cameras
2. Installation and implementation of a comprehensive access control system

3. Installation and configuration of rack mounted network switches to integrate with your current network
4. Centralized monitoring and management platform for real-time surveillance
5. Training of staff on system operation, management, and maintenance
6. Develop an ongoing partnership to assist with new and existing needs.

As you will see from this proposal, the team at DIGI Security Systems is uniquely positioned to provide you with exceptional experience in bringing your project to fruition. To summarize:

1. We have extensive experience in designing security systems for a wide variety of organizations and industries.
2. The team assigned to this project, from the operations administration staff to the Project Lead Technicians who will lead the work on-site, are highly experienced in projects of this nature.
3. We utilize a project management system that ensures all our departments are connected so that all aspects and phases of a project are streamlined.
4. We keep a stock of over \$1 million in products on hand and ready to deploy as needed, ensuring lower wait times for critical equipment.
5. Though we have offices across the region, we have a local presence with employees in the San Antonio area who are dedicated to your project.

Founded in 2003, DIGI Security Systems has a long record of designing and installing security systems for numerous construction projects of all sizes. This makes us uniquely positioned to provide the highest quality of service in the implementation and integration of Video Surveillance and Access Control Systems.

With over 140 employees in our company, our company comprises over 80 experienced technicians.

We are on a mission to provide the highest-level customer service to our clients. We are diligent in offering a fantastic partnership, complete transparency, and customized solutions. We work with those we serve as if signing a purchase order means we become part of their organization. From the first handshake to the final touches on installation, we're there every step of the way alongside our partners to ensure their expectations are exceeded.

It's an honor to provide this proposal for the installation of for Security Cameras, Software and Licensing at SSAISD. We appreciate your consideration.

All our best,

Josh Herron
President | DIGI Security Systems
e josh@digiss.com | c (918) 864-1861

Project Undertaking

We understand that SSAISD is seeking a company that is qualified and capable to complete the scope of Enhanced School Security Infrastructure, including the technical and administrative capacity to fulfill the planning, designing, coordinating, installing, configuration and testing requirements of this project. We are fully capable of meeting the requirements as delineated in the proposal requirements.

In coordination with Josh Herron, President, and our system design engineers on staff, your dedicated Account Manager, will provide SSAISD all materials that deliver the design of the systems we install.

Our Project Coordinator, Sarah De Vore, will work with your team to ensure we have all the necessary information for our technicians to begin planning the phases of installation and to schedule the start date. Our Partner Advocate will reach out to ensure that your team is fully onboarded and admitted to our Partner Portal, where you can find key contact information, exclusive updates, and service request forms.

Our HR team will ensure that all technicians are appropriately badged to work on your facilities. Your dedicated Project Lead Technician will develop the plan for undertaking the project and ensure the right parts and equipment are kitted and on site, ready for installation.

Our technicians work in cohesive teams with daily and project-based goals. Our Project Leads hold their technicians to the highest standard of quality, safety, and efficiency. Truly, they take pride in their work.

Your team of dedicated DIGI employees will be specifically curated to meet the demands of your project. Your Account Manager is based in our Texas office and has extensive experience in Video Surveillance system designs. Our operations team will consist of our Branch manager, Jeremy Christian, our project Leads and their team of technicians. Each project is quality controlled by our Elite Resource Group using our DIGI standard of installation. All your sites will be supported by our service support team should the need for service arise. Our Partner Advocate will be in contact with you regularly to ensure that your experience with DIGI is exceptional.

This team is ready and excited to be part of this project.

People are Our Purpose

We invest in the safety, efficiency, expertise, and appreciation of our team members

Safety

Every Monday, our technicians and operations team undergo detailed safety training with our Technical Continuous Improvements Manager. These include general safety tips for the kind of work our technicians perform day-to-day, as well as technical tips to ensure safety is at the forefront of everyone's mind as they complete their work.

Efficiency

Our Project Leads guide their teams by setting the schedule and creating whole-project and daily plans, which include milestones to ensure that the project is completed on time and on budget. These PLs meet with their Project Coordinator and Field Operations, as well as the Account Manager on the project, to ensure that everyone is in the communication loop and that everything is running smoothly.

Expertise

Our new technicians undergo rigorous online and on-the-job training with a highly experienced technician. We have an online portal called “Digipedia” on our intra-company website with training modules and reference documents for our technicians to access on demand. We invest in the additional training and certifications of our people as they garner more experience and want more professional development.

Appreciation

We know that when people are appreciated and valued, they invest themselves more deeply in their company and in the work they do. That’s why we have a Culture Team at DIGI that is dedicated to ensuring our people are praised for their great work and that we celebrate one another regularly as people and excellent employees.

Methodology

We work as a unified team in different departments to ensure that all the needs of our partners are met.

Our Account Managers work with our engineers to design the systems. Our engineers work with our Project Leads to ensure the efficacy of the designs. Our Project Leads work with our Project Coordinators to develop a schedule and communicate with our partners. Our Project Coordinators work with the Inventory Team to ensure the right parts are on the job at the right time.

In the meantime, our Partner Advocate Team works with the Operations Team to exceed your expectations. We are a DIGI Family - a team of people who are committed to our partners.

Why? **Because we’re on a mission to provide our partners with an exceptional experience - from start to finish.**

Partner Onboarding

We call the people and organizations we serve our partners because we form long-term relationships. We become an extension of your organization so we can take care of your security needs while you take care of what you do best.

When you accept a quote, we’ll take you through an onboarding experience to ensure we all have all the information we need to communicate, plan, coordinate, and complete the project effectively.

1. First, you’ll receive an introductory email and phone call from our Project Coordinator, who will obtain some key information.
2. Next, you’ll hear from your Partner Advocate, who will introduce herself and let you know how she can support you throughout the process.
3. You’ll get a special login to our Partner Portal, with access to points of contact within our company and pertinent information.
4. A Project Lead will be assigned to your project and will determine the milestones that need to be met by his team to ensure the project is on time and on budget.
5. Your Project Coordinator will work with you to determine the dates on which installation can begin.

We’ll keep you informed from start to finish of everything happening on your project.

Design & Installation

System Design

The foundation of a successful project is quality design. Your Account Manager and one of our System Design Engineers will visit your facility to help you determine what products will best meet your needs, given the environment and any other conditions.

Planning

We live by the principle that plans change; indeed, we work in an industry where change is inevitable. But we know that a solid plan is the key to successful installation and adaptation. Once your Account Manager and Design Engineer develop the maps and determine the placement of each product, our Project Lead Technician takes over the implementation.

Our technicians only receive the title of Project Lead when they are highly experienced in working on and managing large projects. They earn this designation when they demonstrate expert-level knowledge of the technology we install and excellent leadership skills. But the project lead does not manage the project alone; they are backed by a team of people dedicated to the success of the project.

Your Project Lead will walk your site to determine how best to tackle the project to maximize efficiency while providing the highest level of quality installation standards. They then meet with the Account Manager, the Project Coordinator, and the Field Operations Manager to establish a plan that will ensure deadlines and budgets are met. Synchronization meetings with this team continue each week until the project is complete. The project lead updates their daily project tracker for their team, with instructions for each technician.

Each day, the project lead communicates with their Project Coordinator and team on what was accomplished, any issues the team came across, and what the next steps are.

We invest in taking care of you.

We understand that a successful partner's experience requires investment. That's why we invest heavily in research and product development and testing, as well as on-hand inventory. DIGI stocks over \$1 million of inventory in our warehouses and on our trucks. This ensures we can solve the issue the first time, with no need for a return trip. We also offer advanced Return Merchandise Authorization (RMA) replacement as a standard service practice - not an extra cost.

Our Systems

ConnectWise

DIGI operates in one of the most complex business environments. We provide technology solutions, built to custom specifications, all delivered and serviced at customer sites across North America. To meet the standards that our vision of excellence demands, we use systems purpose-built for complex delivery.

We use a system called ConnectWise to track our projects from sale to closeout, ensuring that everyone in our company has the information they need. From specific configuration, Service-Level Agreement

(SLA) agreement tracking and RMA processing, to quality control workflows and safety, ConnectWise is the system that unites us all. In this system, we track service needs and project progress in real-time.

Everything is visible to you through an individualized online portal. From the portal, you can see:

Tickets | Details on all service tickets and requests across all facilities.

Projects | Review project progress on demand.

Knowledge Base | A collection of known issues and white papers on the equipment utilized by DIGI.

Configurations | A living database of individual equipment configuration, including warranty status information.

Reports | Run executive reports on the service DIGI is providing.

Account | Invoices, customer users and agreements.

Create Ticket | Create a service or quote request and track it in real time.

Digiss.com/partners

Our partners get access to our online Partner Portal with a special login, which is provided during your on-boarding.

This portal provides access to key personnel and contact information, quick links to request service or a quote, exclusive access to webinars and partner appreciation events, as well as a library of videos that support training for you and your staff.

We're committed to providing our partners with the highest level of transparency, customization, and customer service possible. Our Partner Portal is just one way we optimize communication and ensure you're empowered with the information you need, right when you need it.

Training

We want our partners to use their systems to their fullest potential to maximize all the benefits that come with your new system.

When the project is complete, our Service Technicians will train the appropriate staff at SSAISD on how to use the new system.

If you have a question or issue later, our highest-level service technicians are on-call to support you remotely or on-site. And you can find quick access to training content on your Partner Portal.



DIGI
SECURITY SYSTEMS

We have prepared a quote for you

**SSAISD - ALTA - 2024-06 Enhanced School
Security Infrastructure**

Quote # 017350
Version 1

Prepared for:

South San Antonio ISD

Victoria Cantu
victoria.cantu@southsanisd.net

Monday, February 03, 2025

South San Antonio ISD
Victoria Cantu
1450 Gillette Blvd.
San Antonio, TX 78224
victoria.cantu@southsanisd.net

Dear Victoria,

Thank you for the opportunity to provide your district with a chance to demonstrate the elite service and installation that we have built into our bid for this project. We look forward to working with your school district to maximize the system outlined in this scope. The following fixed price solution includes the work of replacing existing cameras and electronic access doors, and installing new cameras and access control doors for the counts as outlined in the scope of work. The following quantities and models are based on the numbers and design provided in the documentation with line item pricing for each part. The pricing for switches are shown as optional line items and reflect a single switch install on a as-needed basis.

This Design is based on the Alta Aware and Access platform.

637 - New 10 Year Camera Licenses

352 - Existing interior camera Replacements - Single Dome

155 - Existing exterior camera Replacements - Bullet

130 - New Cameras - 10 per site - Includes cable drop

189 - New 10 Year Access Control Licenses

189 - New Controllers - 182 to replace existing and 7 New Door Locations.

New Door Locations get a new network drop

189 - Card Readers

07 - New Electric Locks for the 7 new doors


2000 - Credentials

Joshua Hyche
Director Construction Services and Inside Sales
Dallas

Fixed Price for Camera and Access Control Scope

Product Details	Suggested Price	Discount Amount	Price	Qty	Ext. Price	
Video Surveillance						
10 Year Camera License - 1 Required Per Camera						
AWA-CLD-10Y	Alta Video Subscription; per camera; including 30 days cloud storage; 10 years	\$1,599.00	\$559.65	\$1,039.35	637	\$662,065.95
Existing Interior Camera Replacements						
Dome-W-5MP-30	Ava cloud-native camera - Dome white. 5MP resolution. 30 days retention. Up to 10 year warranty with an active Aware license.	\$1,299.00	\$324.75	\$974.25	352	\$342,936.00
Existing Exterior Camera Replacements						
BULLET-WI-W-5MP-30	Bullet Wide White 5MP 30d	\$1,499.00	\$374.75	\$1,124.25	155	\$174,258.75
New Camera Additions						
BULLET-WI-W-5MP-30	Bullet Wide White 5MP 30d	\$1,499.00	\$374.75	\$1,124.25	130	\$146,152.50
Access Control						
10 Year Enterprise License - 1 Required Per Access Control Door and 2000 Credentials						
SW-ETP-P1-10Y	Enterprise: Pack of 1 entry - 10 year	\$4,200.00	\$1,260.00	\$2,940.00	9	\$26,460.00
SW-ETP-P10-10Y	Enterprise: Pack of 10 entries - 10 year	\$24,000.00	\$6,000.00	\$18,000.00	8	\$144,000.00
SW-ETP-P100-10Y	Enterprise: Pack of 100 entries - 10 year	\$120,000.00	\$30,000.00	\$90,000.00	1	\$90,000.00

Fixed Price for Camera and Access Control Scope

Product Details	Suggested Price	Discount Amount	Price	Qty	Ext. Price
3000PG GMN ICLASS SE CONTACTLESS SMART CARD, 2K BIT WITH 2 APPLICATION AREAS  Must Include: Format, Facility Code, Start Range and Stop Range on order Special Order, NON-CANCELLABLE / NON-RETURNABLE	\$6.57	\$1.64	\$4.93	2000	\$9,860.00
Existing Doors					
OP-CR-SDC Single Door Controller; 2 entry capacity 2 Openpath inputs; 2 Wiegand inputs 2 REX; 2 contact; 2 output relays PoE; PoE+ or DV 12V or 24V powered	\$925.00	\$231.25	\$693.75	182	\$126,262.50
SIGNO-40NKS-00-000000 Signo40; Wall mount; 13.56mHz & 125kHz; OSDP/Wiegand; Pigtail; Mobile Ready; BLE	\$370.43	\$92.61	\$277.82	182	\$50,563.24
New Door Additions					
SIGNO-40NKS-00-000000 Signo40; Wall mount; 13.56mHz & 125kHz; OSDP/Wiegand; Pigtail; Mobile Ready; BLE	\$370.43	\$92.61	\$277.82	7	\$1,944.74
OP-CR-SDC Single Door Controller; 2 entry capacity 2 Openpath inputs; 2 Wiegand inputs 2 REX; 2 contact; 2 output relays PoE; PoE+ or DV 12V or 24V powered	\$925.00	\$231.25	\$693.75	7	\$4,856.25
DOOR-EL-LOCK-FV2	\$1,495.00	\$299.00	\$1,196.00	7	\$8,372.00
Cable					
CABLE-CAT6-CMP-1 Cabling - Category 6 - Network - Plenum with J-Hooks Etc.	\$360.00	\$72.00	\$288.00	130	\$37,440.00

Fixed Price for Camera and Access Control Scope

Product Details	Suggested Price	Discount Amount	Price	Qty	Ext. Price
CABLE-ACCES S-CMP-1 Cabling - Access Control - Plenum with J-Hooks Etc.	\$595.00	\$119.00	\$476.00	7	\$3,332.00
Professional Installation Materials and Services					
DSS-INST-CAM-IN Digi Professional Installation Materials - Indoor Camera	\$75.00	\$15.00	\$60.00	432	\$25,920.00
DSS-INST-CAM-OUT Digi Professional Installation Materials - Outdoor Camera	\$125.00	\$25.00	\$100.00	205	\$20,500.00
DSS-INST-ACCES S-DR Digi Professional Installation Materials - Access Door	\$370.00	\$74.00	\$296.00	7	\$2,072.00
SENIOR TECH (FIRE & SECURITY) SENIOR TECH (FIRE & SECURITY)	\$140.00	\$42.00	\$98.00	479	\$46,942.00
TECH (FIRE & SECURITY) TECH (FIRE & SECURITY)	\$120.00	\$36.00	\$84.00	3000	\$252,000.00
DSS-PERMIT-1 Permit Application Fee - Includes permit filing, associated paperwork and management.	\$1,000.00	\$250.00	\$750.00	13	\$9,750.00
Shipping Shipping/Processing	\$0.00	\$0.00	\$11,142.86	1	\$11,142.86

Subtotal: \$2,196,830.79

Unit Pricing

* Optional

Product Details	Suggested Price	Discount Amount	Price	Qty	Ext. Price
Switches - Shown as Price Per Unit (If needed)					
Miscellaneous Aruba 6200M	\$0.00	\$0.00	\$6,825.92	1	\$6,825.92
Miscellaneous Aruba Power Supply x372	\$0.00	\$0.00	\$440.00	2	\$880.00
Miscellaneous Aruba J9281D	\$0.00	\$0.00	\$113.33	1	\$113.33
TECH-LABOR-PROGRAMMING Network Tech - Switch Installation and setup	\$175.00	\$35.00	\$140.00	6	\$840.00
Shipping Shipping/Processing	\$0.00	\$0.00	\$328.57	1	\$328.57

* Optional Subtotal: **\$8,987.82**

SSAISD - ALTA - 2024-06 Enhanced School Security Infrastructure

Prepared by:

Dallas

Joshua Hyche
918-824-0035
jhyche@digiss.com

Prepared for:

South San Antonio ISD

1450 Gillette Blvd.
San Antonio, TX 78224
Victoria Cantu
(210) 977-7025
victoria.cantu@southsanisd.net

Quote Information:

Quote #: 017350

Version: 1
Delivery Date: 02/03/2025
Expiration Date: 05/01/2025

Quote Summary

Description	Amount
Fixed Price for Camera and Access Control Scope	\$2,196,830.79

Total: \$2,196,830.79

This quotation does not include applicable taxes unless specifically listed above. Acceptance of this quote or any purchase order generated as a result of this quote indicates acceptance of the Digi standard terms and conditions. The Digi standard terms and conditions can be found at www.digiss.com or a copy may be requested from your Digi representative. Upon approval, a 30% mobilization deposit, excluding taxes, is due immediately. The remaining 70% will be billed based upon monthly billing milestones or substantial completion of the project. All applicable taxes will be billed upon substantial completion of the project. Exceptions to this policy are possible and include adherence to internal customer purchasing policy, governing AIA billing schedules, or other agreements in writing between the approving customer and Digi. For clarifications, questions, or edits to this policy please contact your Digi representative. This proposal is valid for 30 days. Conduit, back boxes, and hangers are excluded from this proposal unless specifically listed above. All 120v work is excluded from this proposal unless specifically listed. All painting and patching is excluded. Asbestos work of any kind is excluded from this proposal. No cost for any required abatement is included in this proposal. Any materials, work, or equipment not explicitly listed in this proposal is excluded. Any cancellation or returns are subject to a restocking fee and other charges, for which the Purchaser shall be responsible.

Dallas

South San Antonio ISD

Signature: _____

Signature: _____

Name: Joshua Hyche

Name: Victoria Cantu

Title: Director Construction Services and Inside Sales

Date: _____

Date: 02/03/2025



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. 2015918
 Type Installation
 Prepared By Trace Ottman
 Created On 01/23/2025

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 - Access Control

Services to be completed

[Access Control] Location - Building

Access Control - Athens Elementary
 2707 W Gerald Ave, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	7	\$675.04	\$4,725.28
JW-RMPOE	POE Injector	7	\$193.76	\$1,356.32
JW-R1	Red 1 Door Controller	7	\$720.66	\$5,044.62
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	7	\$1,080.00	\$7,560.00
	Cloud Managed Access Control - 10 Years Included -	7	\$600.00	\$4,200.00
SERVICE TOTAL				\$26,852.22

[Access Control] Location - Building

Access Control - Armstrong Elementary
 7111 Apple Vly Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RGPB	Red Single Gang Reader	8	\$675.04	\$5,400.32
JW-RMPOE	POE Injector	8	\$193.76	\$1,550.08
JW-R1	Red 1 Door Controller	8	\$720.66	\$5,765.28
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	8	\$1,080.00	\$8,640.00
	Cloud Managed Access Control - 10 Years Included -	8	\$600.00	\$4,800.00
SERVICE TOTAL				\$30,121.68

[Access Control] Location - Building

Access Control - Benavidez Elementary
 8340 Interstate 35 Access Rd, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	6	\$675.04	\$4,050.24
JW-RMPOE	POE Injector	6	\$193.76	\$1,162.56
JW-R1	Red 1 Door Controller	6	\$720.66	\$4,323.96
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	6	\$1,080.00	\$6,480.00
	Cloud Managed Access Control - 10 Years Included -	6	\$600.00	\$3,600.00
SERVICE TOTAL				\$23,582.76

[Access Control] Location - Building

Access Control - Carrillo Elementary
 500 Price Ave, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	8	\$675.04	\$5,400.32
JW-RMPOE	POE Injector	8	\$193.76	\$1,550.08
JW-R1	Red 1 Door Controller	8	\$720.66	\$5,765.28
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	8	\$1,080.00	\$8,640.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Cloud Managed Access Control - 10 Years Included -	8	\$600.00	\$4,800.00
			SERVICE TOTAL	\$30,121.68

[Access Control] Location - Building

Access Control - Five Palms Elementary
7138 Five Palms Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	10	\$675.04	\$6,750.40
JW-RMPOE	POE Injector	10	\$193.76	\$1,937.60
JW-R1	Red 1 Door Controller	10	\$720.66	\$7,206.60
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	10	\$1,080.00	\$10,800.00
	Cloud Managed Access Control - 10 Years Included -	10	\$600.00	\$6,000.00
			SERVICE TOTAL	\$36,660.60

[Access Control] Location - Building

Access Control - Frank Madla Elementary
6100 Royalgate Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	17	\$675.04	\$11,475.68
JW-RMPOE	POE Injector	17	\$193.76	\$3,293.92
JW-R1	Red 1 Door Controller	17	\$720.66	\$12,251.22
CMP-00423SUP-10G-01	White CAT6A Wire	3	\$1,133.00	\$3,399.00
Access Control Install Labor	Access Control Install Labor	17	\$1,080.00	\$18,360.00
	Cloud Managed Access Control - 10 Years Included -	17	\$600.00	\$10,200.00
			SERVICE TOTAL	\$60,679.82

[Access Control] Location - Building

Access Control - Hutchins Elementary
1919 W Hutchins Pl, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RGPB	Red Single Gang Reader	11	\$675.04	\$7,425.44
JW-RMPOE	POE Injector	11	\$193.76	\$2,131.36
JW-R1	Red 1 Door Controller	11	\$720.66	\$7,927.26
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	11	\$1,080.00	\$11,880.00
	Cloud Managed Access Control - 10 Years Included -	11	\$600.00	\$6,600.00
SERVICE TOTAL				\$39,930.06

[Access Control] Location - Building

Access Control - Kindred Elementary
 7811 Kindred St, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	6	\$675.04	\$4,050.24
JW-RMPOE	POE Injector	6	\$193.76	\$1,162.56
JW-R1	Red 1 Door Controller	6	\$720.66	\$4,323.96
CMP-00423SUP-10G-01	White CAT6A Wire	1	\$1,133.00	\$1,133.00
Access Control Install Labor	Access Control Install Labor	6	\$1,080.00	\$6,480.00
	Cloud Managed Access Control - 10 Years Included -	6	\$600.00	\$3,600.00
SERVICE TOTAL				\$22,449.76

[Access Control] Location - Building

Access Control - Palo Alto Elementary
 1725 Palo Alto Rd, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	13	\$675.04	\$8,775.52
JW-RMPOE	POE Injector	13	\$193.76	\$2,518.88
JW-R1	Red 1 Door Controller	13	\$720.66	\$9,368.58
CMP-00423SUP-10G-01	White CAT6A Wire	3	\$1,133.00	\$3,399.00
Access Control Install Labor	Access Control Install Labor	13	\$1,080.00	\$14,040.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Cloud Managed Access Control - 10 Years Included -	13	\$600.00	\$7,800.00
SERVICE TOTAL				\$47,601.98

[Access Control] Location - Building

Access Control - Price Elementary
245 Price Ave, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	8	\$675.04	\$5,400.32
JW-RMPOE	POE Injector	8	\$193.76	\$1,550.08
JW-R1	Red 1 Door Controller	8	\$720.66	\$5,765.28
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	8	\$1,080.00	\$8,640.00
	Cloud Managed Access Control - 10 Years Included -	8	\$600.00	\$4,800.00
SERVICE TOTAL				\$30,121.68

[Access Control] Location - Building

Access Control - Dwight Middle
2454 W Southcross Blvd, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	10	\$675.04	\$6,750.40
JW-RMPOE	POE Injector	10	\$193.76	\$1,937.60
JW-R1	Red 1 Door Controller	10	\$720.66	\$7,206.60
CMP-00423SUP-10G-01	White CAT6A Wire	2	\$1,133.00	\$2,266.00
Access Control Install Labor	Access Control Install Labor	10	\$1,080.00	\$10,800.00
	Cloud Managed Access Control - 10 Years Included -	10	\$600.00	\$6,000.00
SERVICE TOTAL				\$36,660.60

[Access Control] Location - Building

Access Control - Kazen Middle
1520 Gillette Blvd, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RGPB	Red Single Gang Reader	19	\$675.04	\$12,825.76
JW-RMPOE	POE Injector	19	\$193.76	\$3,681.44
JW-R1	Red 1 Door Controller	19	\$720.66	\$13,692.54
CMP-00423SUP-10G-01	White CAT6A Wire	4	\$1,133.00	\$4,532.00
Access Control Install Labor	Access Control Install Labor	19	\$1,080.00	\$20,520.00
	Cloud Managed Access Control - 10 Years Included -	19	\$600.00	\$11,400.00
SERVICE TOTAL				\$68,351.74

[Access Control] Location - Building

Access Control - Sheppard Middle

5558 Ray Ellison Blvd, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	6	\$675.04	\$4,050.24
JW-RMPOE	POE Injector	6	\$193.76	\$1,162.56
JW-R1	Red 1 Door Controller	6	\$720.66	\$4,323.96
CMP-00423SUP-10G-01	White CAT6A Wire	1	\$1,133.00	\$1,133.00
Access Control Install Labor	Access Control Install Labor	6	\$1,080.00	\$6,480.00
	Cloud Managed Access Control - 10 Years Included -	6	\$600.00	\$3,600.00
SERVICE TOTAL				\$22,449.76

[Access Control] Location - Building

Access Control - Zamora Middle

8638 Larkia St, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	14	\$675.04	\$9,450.56
JW-RMPOE	POE Injector	14	\$193.76	\$2,712.64
JW-R1	Red 1 Door Controller	14	\$720.66	\$10,089.24
CMP-00423SUP-10G-01	White CAT6A Wire	3	\$1,133.00	\$3,399.00
Access Control Install Labor	Access Control Install Labor	14	\$1,080.00	\$15,120.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Cloud Managed Access Control - 10 Years Included -	14	\$600.00	\$8,400.00
			SERVICE TOTAL	\$50,871.44

[Access Control] Location - Building

Access Control - South San High
7535 Barlite Blvd, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	41	\$675.04	\$27,676.64
JW-RMPOE	POE Injector	41	\$193.76	\$7,944.16
JW-R1	Red 1 Door Controller	41	\$720.66	\$29,547.06
CMP-00423SUP-10G-01	White CAT6A Wire	8	\$1,133.00	\$9,064.00
Access Control Install Labor	Access Control Install Labor	41	\$1,080.00	\$44,280.00
	Cloud Managed Access Control - 10 Years Included -	41	\$600.00	\$24,600.00
			SERVICE TOTAL	\$144,811.86

[Access Control] Location - Building

Access Control - Hernandez Learning Center (DAEP)
8634 Larkia St San Antonio, TX. 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
JW-RSVR	Rack Mount Cloudnode Server	1	\$1,700.00	\$1,700.00
JW-RGPB	Red Single Gang Reader	5	\$675.04	\$3,375.20
JW-RMPOE	POE Injector	5	\$193.76	\$968.80
JW-R1	Red 1 Door Controller	5	\$720.66	\$3,603.30
CMP-00423SUP-10G-01	White CAT6A Wire	1	\$1,133.00	\$1,133.00
Access Control Install Labor	Access Control Install Labor	5	\$1,080.00	\$5,400.00
	Cloud Managed Access Control - 10 Years Included -	5	\$600.00	\$3,000.00
			SERVICE TOTAL	\$19,180.30

[Access Control] Location - Building

Miscellaneous parts for all schools

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Wiremold Ivory V2400BC	200	\$8.04	\$1,608.00

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	Wiremold Covers and Joints	100	\$18.02	\$1,802.00
	Cat6 Connections	4	\$125.38	\$501.52
	Update Maglock to Electric Strike	10	\$16,000.00	\$160,000.00
			SERVICE TOTAL	\$163,911.52
			GRAND TOTAL	\$854,359.46

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: _____



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. 2015963
 Type Installation
 Prepared By Trace Ottman
 Created On 01/31/2025

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

Description of Work

Additional Materials for Enhanced School Security Infrastructure - CCTV

Services to be completed

[CCTV] Location - Building

Additional Materials

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	HPE Aruba Networking X372 54VDC 680W 100-240VAC Power Supply	130	\$1,228.52	\$159,707.60
	HPE Aruba Networking 10G SFP+ to SFP+ 1m Direct Attach Copper Cable	65	\$226.24	\$14,705.60
	HPE Aruba Networking CX 6200M 24G Class4 PoE 4SFP+ Switch	65	\$12,075.36	\$784,898.40
	24 Port Patch Panel	65	\$404.78	\$26,310.70
			GRAND TOTAL	\$985,622.30

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:

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Quote No. 2015962
Type Installation
Prepared By Trace Ottman
Created On 01/31/2025

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 - Armstrong Elementary
 7111 Apple Vly Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QND8010R	5MP Indoor Dome Camera	14	\$334.40	\$4,681.60
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	9	\$422.40	\$3,801.60
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	9	\$49.00	\$441.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	19	\$143.00	\$2,717.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE32TB	1U NVR 32TB	1	\$11,671.00	\$11,671.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	20	\$1,080.00	\$21,600.00
			SERVICE TOTAL	\$55,098.20

[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
SQ-QND8010R	5MP Indoor Dome Camera	26	\$334.40	\$8,694.40
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	12	\$422.40	\$5,068.80
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	12	\$49.00	\$588.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	31	\$143.00	\$4,433.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	3	\$149.60	\$448.80
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPR08	8X IP CAMERA LICENSE	1	\$1,210.00	\$1,210.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE48TB	1U NVR 48TB	1	\$12,463.00	\$12,463.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	27.5	\$1,080.00	\$29,700.00
			SERVICE TOTAL	\$73,397.00

[Access Control] Location - Building

CCTV - Carrillo Elementary

500 Price Ave, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QND8010R	5MP Indoor Dome Camera	11	\$334.40	\$3,678.40
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	11	\$422.40	\$4,646.40
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	11	\$49.00	\$539.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	16	\$143.00	\$2,288.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	3	\$149.60	\$448.80
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO16	16X IP CAMERA LICENSE	1	\$2,420.00	\$2,420.00
SQ-WRRPE32TB	1U NVR 32TB	1	\$11,671.00	\$11,671.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	19.5	\$1,080.00	\$21,060.00
			SERVICE TOTAL	\$53,912.60

[Access Control] Location - Building

CCTV - Five Palms Elementary

7138 Five Palms Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QND8010R	5MP Indoor Dome Camera	11	\$334.40	\$3,678.40
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	13	\$422.40	\$5,491.20
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	13	\$49.00	\$637.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	16	\$143.00	\$2,288.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	1	\$149.60	\$149.60
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE32TB	1U NVR 32TB	1	\$11,671.00	\$11,671.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	20.5	\$1,080.00	\$22,140.00
			SERVICE TOTAL	\$56,241.20

[Access Control] Location - Building

CCTV - Frank Madla Elementary
6100 Royalgate Dr, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QND8010R	5MP Indoor Dome Camera	18	\$334.40	\$6,019.20
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	11	\$422.40	\$4,646.40
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	11	\$49.00	\$539.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	23	\$143.00	\$3,289.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	2	\$149.60	\$299.20
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE48TB	1U NVR 48TB	1	\$12,463.00	\$12,463.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	23	\$1,080.00	\$24,840.00
			SERVICE TOTAL	\$62,886.80

[Access Control] Location - Building

CCTV - Hutchins Elementary
1919 W Hutchins Pl, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QND8010R	5MP Indoor Dome Camera	14	\$334.40	\$4,681.60
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	13	\$422.40	\$5,491.20
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	13	\$49.00	\$637.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	19	\$143.00	\$2,717.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	1	\$149.60	\$149.60
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE32TB	1U NVR 32TB	1	\$11,671.00	\$11,671.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	22	\$1,080.00	\$23,760.00
			SERVICE TOTAL	\$59,898.40

[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
SQ-QND8010R	5MP Indoor Dome Camera	15	\$334.40	\$5,016.00
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	14	\$422.40	\$5,913.60
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	14	\$49.00	\$686.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	20	\$143.00	\$2,860.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	2	\$149.60	\$299.20
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE48TB	1U NVR 48TB	1	\$12,463.00	\$12,463.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	23	\$1,080.00	\$24,840.00
			SERVICE TOTAL	\$62,868.80

[Access Control] Location - Building

CCTV - Price Elementary

245 Price Ave, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QND8010R	5MP Indoor Dome Camera	13	\$334.40	\$4,347.20
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	15	\$422.40	\$6,336.00
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	15	\$49.00	\$735.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	18	\$143.00	\$2,574.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	1	\$149.60	\$149.60
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE48TB	1U NVR 48TB	1	\$12,463.00	\$12,463.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	22.5	\$1,080.00	\$24,300.00
			SERVICE TOTAL	\$61,695.80

[Access Control] Location - Building

CCTV - Dwight Middle
2454 W Southcross Blvd, San Antonio, TX 78211

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QNV8010R	5MP Vandal/Dome Camera	27	\$426.80	\$11,523.60
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	18	\$422.40	\$7,603.20
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	18	\$49.00	\$882.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	32	\$143.00	\$4,576.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	2	\$149.60	\$299.20
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO16	16X IP CAMERA LICENSE	1	\$2,420.00	\$2,420.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE48TB	1U NVR 48TB	1	\$12,463.00	\$12,463.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	31	\$1,080.00	\$33,480.00
			SERVICE TOTAL	\$84,038.00

[Access Control] Location - Building

CCTV - Sheppard Middle

5558 Ray Ellison Blvd, San Antonio, TX 78242

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QNV8010R	5MP Vandal/Dome Camera	34	\$426.80	\$14,511.20
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	17	\$422.40	\$7,180.80
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	17	\$49.00	\$833.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	39	\$143.00	\$5,577.00
SQ-WAVEPR04	4X IP CAMERA LICENSE	1	\$605.00	\$605.00
SQ-WAVEPRO48	48X IP CAMERA LICENSE	1	\$7,172.00	\$7,172.00
SQ-E201W64TB	WAVE RECORDING SERVER (WINDOWS)	1	\$13,026.20	\$13,026.20
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	34	\$1,080.00	\$36,720.00
			SERVICE TOTAL	\$92,181.20

[Access Control] Location - Building

CCTV - Zamora Middle

8638 Larkia St, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QNV8010R	5MP Vandal/Dome Camera	23	\$426.80	\$9,816.40
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	18	\$422.40	\$7,603.20
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	18	\$49.00	\$882.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	28	\$143.00	\$4,004.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	2	\$149.60	\$299.20
SQ-WAVEPRO16	16X IP CAMERA LICENSE	1	\$2,420.00	\$2,420.00
SQ-WAVEPRO24	24X IP CAMERA LICENSE	1	\$3,630.00	\$3,630.00
SQ-WRRPE48TB	1U NVR 48TB	1	\$12,463.00	\$12,463.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	29	\$1,080.00	\$31,320.00
			SERVICE TOTAL	\$78,993.80

[Access Control] Location - Building

CCTV - South San High

7535 Barlite Blvd, San Antonio, TX 78224

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
SQ-QNV8010R	5MP Vandal/Dome Camera	142	\$426.80	\$60,605.60
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	57	\$422.40	\$24,076.80
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	57	\$49.00	\$2,793.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	147	\$143.00	\$21,021.00
SQ-WAVEPRO16	16X IP CAMERA LICENSE	3	\$2,420.00	\$7,260.00
SQ-WAVEPRO48	48X IP CAMERA LICENSE	3	\$7,172.00	\$21,516.00
SQ-E201W64TB	WAVE RECORDING SERVER (WINDOWS)	3	\$13,026.20	\$39,078.60
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	110	\$1,080.00	\$118,800.00
			SERVICE TOTAL	\$301,707.00

[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
SQ-QNV8010R	5MP Vandal/Dome Camera	4	\$426.80	\$1,707.20
SQ-QNF9010	12MP Indoor Fisheye Camera	5	\$858.00	\$4,290.00
SQ-QNO8010R	5mp Bullet Camera	12	\$422.40	\$5,068.80
SQ-SBO100B1	SINGLE/DOUBLE GANG BACK BOX	12	\$49.00	\$588.00
SQ-SBP140CMT	TILE GRID CEILING MOUNT	9	\$143.00	\$1,287.00
SQ-WAVEPR01	1X IP CAMERA LICENSE	1	\$149.60	\$149.60
SQ-WAVEPRO16	16X IP CAMERA LICENSE	1	\$2,420.00	\$2,420.00
SQ-WRRPE32TB	1U NVR 32TB	1	\$11,671.00	\$11,671.00
CMP-00423SUP-10G-05	Yellow CAT6A Wire	2	\$1,133.00	\$2,266.00
CCTV Install Labor	CCTV Install Labor	16.5	\$1,080.00	\$17,820.00
			SERVICE TOTAL	\$47,267.60

[CCTV] Location - Building

Additional Supplies

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	24" 16U Data Cabinet	2	\$2,116.38	\$4,232.76
	RJ45 Cat6A	13	\$125.38	\$1,629.94

Code	Parts, Labor, and Items	Quantity	Unit Price	Total
	1500VA Rack Mount UPS	2	\$706.18	\$1,412.36
	Fiber Run to Detached Gym	400	\$30.00	\$12,000.00
	Point to Point Wireless Bridge to Press Box	1	\$25,076.44	\$25,076.44
			SERVICE TOTAL	\$44,351.50
			GRAND TOTAL	\$1,134,537.90

Terms and Conditions

TERMS:

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****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: _____



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

QUOTE

Number AAAQ22909

Date Jan 30, 2025

Bill To

South San Antonio ISD
Victoria Cantu
1450 Gillette Blvd.
San Antonio, TX 78224

Phone (210) 977-7025x 3018
Email victoria.cantu@southsanisd.net

Ship To

South San Antonio ISD
Victoria Cantu
1450 Gillette Blvd.
San Antonio, TX 78224

Phone (210) 977-7025x 3018
Email victoria.cantu@southsanisd.net

Account Manager



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

Contract

Notes:

South San Antonio ISD Bid 2024-06 (Enhanced School Security Infrastructure)

Line	Qty	Description	Unit Price	Ext. Price
1	1	Hardware	\$1,931,601.24	\$1,931,601.24
2		CM42 Indoor Mini Dome Camera, 256GB, 30 Days Max - QTY. 450		
3		CD42-E Outdoor Dome Camera, 256GB, 30 Days Max - QTY. 155		
4		CD52-E Outdoor Dome Camera, 256GB, 30 Days Max - QTY. 32		
5		10-Year Camera License- QTY. 637		
6		AC12 1 Door Controller - QTY. 189		
7		10-Year Door License - QTY. 189		
8		PoE++ (802.3bt-2018) Injector, GigE, High Surge Protect, NA - QTY. 189		
9		L-Bracket Mount - QTY. 187		
10		AD34 Multi-format Card Reader - QTY. 189		
11		2PK UNIFI BUILDING-TO-BUILDING BRIDGE - QTY. 1		
12		ARUBA 2930F 24G POE+ 4SFP+ 370W L3 Dynamic Fully managed switch.- QTY. 65		
13		3YR FOUNDATION CARE NBD EXCH ARUBA 2930F 24G 4 SVC PL-LS - QTY. 65		
14		ARUBA 10G SFP+ TO SFP+ 3M DAC CABLE PL-I6 - QTY. 65		
15		Crashbars and Strikes		

RETURNS ARE NOT PERMITTED FROM COMMERCIAL CUSTOMERS. YOU CAN VIEW OUR FULL RETURN POLICY AT <https://www.waypointsolutions.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.

Line	Qty	Description	Unit Price	Ext. Price
16		Leviton CAT6A Yellow and White Cables		
17	1	Installation Services	\$542,937.50	\$542,937.50
			SubTotal	\$2,474,538.74
			Tax	\$0.00
			Shipping	\$0.00
			Total	\$2,474,538.74

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