



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: July 21, 2025

Agenda Section: Consent

Agenda Item Title: Accept Quote for Enhanced School Security Infrastructure - Verkada Security Camera Installation Project from Waypoint Solutions

From: Tony Kingman, Chief Financial Officer

Additional Presenters if Applicable: N/A

Description: The district has received a quote (Quote Number AAAQ24294) from Waypoint for the Verkada Camera Installation Project. This project entails a comprehensive upgrade and expansion of the district's surveillance system, including the replacement of existing indoor and outdoor cameras, the installation of new cameras across various locations, and the necessary network infrastructure upgrades such as switch installations, cabling, and associated hardware. The total quoted amount for these services and hardware is \$137,249.09.

Historical Data: The primary goal is to support school systems in meeting the School Safety Requirements outlined in 19 Texas Administrative Code (TAC) Chapter 61, School Districts, Subchapter CC, Commissioner's Rules Concerning School Facilities, §61.1031. These are often referred to as the "School Safety Standards. "

Recommendation: The district is recommending the acceptance of Quote Number AAAQ24294 from Waypoint for the Verkada Camera Installation Project for a total of \$137,249.09.

Purchasing Director and Approval Date: Victoria Cantu, July 9, 2025 | RFP 2024-06 Enhanced School Security

Funding Budget Code and Amount: N/A

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



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

QUOTE

Number AAAQ24294

Date Jun 6, 2025

Bill To

South San Antonio ISD
Israel De Leon
1450 Gillette Blvd.
San Antonio, TX 78224

Phone (210) 977-7025
Email Israel.DeLeon@southsanisd.net

Ship To

South San Antonio ISD
Israel De Leon
1450 Gillette Blvd
San Antonio, TX 78224-2100

Phone (210) 977-7025
Email Israel.DeLeon@southsanisd.net

Account Manager



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

Contract

Notes:

Line	Qty	Description	Unit Price	Ext. Price
1	65	Replacing Inside Cameras	\$522.64	\$33,971.60
2	37	Replacing Outside Cameras	\$616.39	\$22,806.43
3	40	New camera installation (interior and exterior) including labor to run up to 300ft of new cable.	\$1,053.89	\$42,155.60
4	10	Additional new camera placements including labor to run up to 300ft of new cable.	\$1,053.89	\$10,538.90
5	15	Switch installation (excluding configurations)	\$312.50	\$4,687.50
6	12	Boxes of Leviton Cable (yellow)	\$1,625.00	\$19,500.00
7	1	Additional hardware needed for camera installation (conduit, j-hooks, etc.)	\$3,589.06	\$3,589.06
			SubTotal	\$137,249.09
			Tax	\$0.00
			Shipping	\$0.00
			Total	\$137,249.09

Purchase Options

Select your preferred payment option / purchase terms*:
☐ Net 30 Days Purchase (purchase amount \$137,249.09)

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

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