


CENTRAL FLORIDA EXPRESSWAY AUTHORITY

MEMORANDUM

TO: CFX Board Members

FROM: Aneth Williams 
Director of Procurement


DATE: October 22, 2016

RE: Authorization to Execute Cooperative Purchase (Piggyback) Agreement with
Convergint Technologies for Systemwide Monitoring, Maintenance and Repair of
Building Security Systems
Contract No. 001265

Board authorization is requested to execute an Agreement with Convergint Technologies in a not to exceed amount of \$482,150.00 for three years, to provide systemwide monitoring, maintenance and repair of the building security systems at all CFX Plazas and the Headquarters' Building. Services will be provided on a 24 hours a day, seven days a week, 52 weeks a year basis.

This will be cooperative purchase (piggyback) agreement based on a contract between Convergint and The Cooperative Purchasing Network (TCPN) Contract #R5167-FL-12051, which will allow us to take advantage of the favorable rates already negotiated under that contract.

This project is included in the OM&A Budget.

Reviewed by: 
Claude Miller
Director of Maintenance



8351 Parkline Blvd, Orlando, Florida 32809
Phone 407-672-0395 Mobile 407-595-7109
richard.kuhn@convergent.com

October 20, 2016

CFX - Central Florida Expressway
Headquarters
4974 Orl Tower Rd Orlando, Florida 32807
Attention: Aneth Williams

Quotation: RK01017945P
RFP#:
License/Cert

Reference: Access System Maintenance 2017-2020
TCPN # R5167-FL-12051

On behalf of our thousands of global colleagues, I want to personally thank you for considering Convergent Technologies for this project and for providing us with the opportunity to present this proposal addressing your electronic security needs. We are confident that this proven solution is both comprehensive and customized to meet your needs today and in the years ahead.

Convergent has developed a strong reputation for service excellence and is the only company recognized twice as the Systems Integrator of the Year by SDM Magazine. Most recently, Convergent was ranked the 4th largest global systems integrator. This recognition is, in part, a reflection of the strong relationships Convergent has developed with the industry's top technology manufacturers. Convergent Technologies has a strong history of success with similar solutions provided to other clients and would be happy to provide these references upon request.

Our guiding principal has always been to be a customer-focused and service-based company, supported by dedicated and certified professionals who strive to make a daily difference. Our vision of becoming our customers' best service provider is what drives everything we do. After achieving a successful on-time and on-budget project installation, Convergent will provide you with the industry's best on-going service. This service includes our 24/7 customer portal (iCare), designed to track service work orders, project progress, and provide you with detailed metric reporting for continuous improvement.

The following security proposal is specifically designed to meet your needs. As your single point of contact, please feel free to contact me with any additional questions you may have. Thank you again for considering Convergent Technologies as your partner for your electronic security needs.

Scope of Work

- Provide Maintenance on the Access System as installed October 15th , 2016 and reflected in the Sites of Coverage Designation
 - Any additions to the Access System during the term of coverage would be supported under separate project Warranty or as an addendum to the coverage of this original contract
- Term of Coverage Proposed 2017 – 2020 (Exact Start and End dates TBD)

SITES OF COVERAGE

- HQ ORL TOWER ROAD
- COLONIAL ON RAMP
- COLONIAL OFF RAMP
- UNIVERSITY ON RAMP
- UNIVERSITY OFF RAMP
- OBT 417 ON RAMP
- OBT 417 OFF RAMP
- INNOVATION WAY ON RAMP
- INNOVATION WAY OFF RAMP
- LAKE NONA ON RAMP
- LAKE NONA OFF RAMP
- LANDSTAR ON RAMP
- LANDSTAR OFF RAMP
- LEE VISTA ON RAMP
- LEE VISTA OFF RAMP
- MOSS PARK ON RAMP
- MOSS PARK OFF RAMP
- NARCOOSSEE ON RAMP
- NARCOOSSEE OFF RAMP
- P#001 UNIVERSITY MAIN
- P#001 BOGGY CREEK MAIN
- BOGGY CREEK ON RAMP
- BOGGY CREEK OFF RAMP
- P#07 68 WEST ON RAMP
- P#015 DEAN MAIN
- P#016 DEAN ON RAMP
- P#017 DEAN OFF RAMP
- P#018 ROUSE ON RAMP
- P#019 ROUSE OFF RAMP
- P#020 HIAWASSEE MAIN
- P#021 HIAWASSEE ON RAMP
- P#022 HIAWASSEE OFF RAMP

- P#028 CURRY FORD MAIN
- CURRY FORD ON RAMP
- CURRY FORD OFF RAMP
- P#031 JOHN YOUNG MAIN
- JOHN YOUNG ON RAMP
- JOHN YOUNG OFF RAMP
- P#45 ICP OFF RAMP
- P#046 ICP ON RAMP
- P#049 GOLDENROD MAIN
- P#114N DALLAS MAIN
- P#114N DALLAS EB MAIN
- DALLAS ON RAMP
- P#116 Dallas OFF Ramp
- P#067 MAIN
- P#069 WEST RD OFF RAMP
- P#070 SR438 ON RAMP
- P#071 SR438 OFF RAMP
- P#075E INDEPENDENCE MAIN E
- P#075W INDEPENDENCE MAIN W
- P#076 CR 535 ON RAMP
- P#077 CR 535 OFF RAMP
- P#078 INDEPENDENCE ON RAMP
- P#079 INDEPENDENCE OFF RAMP
- P#082 PINEHILLS MAIN N
- P#082S PINEHILLS MAIN
- P#085 JOHNYOUNG 408 ON RAMP
- P#086 JYOUNG 408 OFF RAMP
- P#083 OWG ON RAMP
- P#084 OWG OFF RAMP
- P#087 OBT 408 ON RAMP
- P#088 OBT 408 OFF RAMP
- P#089 MILLS 408 OFF RAMP
- P#090 GOOD HOMES ON RAMP
- P#091 GOOD HOMES OFF RAMP
- P#092 CONWAY WB MAIN
- P#93 CONWAY ON RAMP
- P#093 CONWAY OFF RAMP
- P#095 SEMORAM WB OFF RAMP
- P#096 SEMORAM EB ON RAMP
- P#096 SEMORAM EB OFF RAMP
- P#098 BUMBY ON RAMP

- P#100 BUMBY OFF RAMP
- P#0101 CORAL HILLS WB MAIN
- P#0101 CORAL HILLS EB MAIN
- P#102 KEEN RD ON RAMP
- P#103 KEEN RD OFF RAMP
- P#104 HIAWASSEE 414 ON RAMP
- P#105 HIAWASSEE 414 OFF RAMP
- P#118 SR437A ON RAMP
- P#118 SR437A OFF RAMP

DEVICES COVERED

- **CARD READERS**

MANUFACTURER	TYPE	QUANTITY
allegion / aptiQ	MTK15	2
HID	PROXPRO / 5355AGK00	279
IEI	212i	48
GE	TRANSITION / 430211003	123

- Device listed above are counts provided through PMI data
- Proposed replacements for device failure in 3 Year Coverage Period are listed in Materials Breakdown
- (84) ProxPro Readers or (28) estimated replacements per year out of the total (279) card readers installed
- (6) IEI / 212i Keypads or (2) estimated replacements per year out of the total (48) installed
- (45) GE Transition Readers or (15) estimated replacements per year out of the total (123) card readers installed
- Any # of device replacements required above these estimates would be covered as an addendum or separate project with the cost established on this contract

- **ACCESS CONTROLLERS**

MANUFACTURER	TYPE	QUANTITY
LENEL	LNL-500	51
LENEL	LNL-1000	2
LENEL	LNL-2210	8
LENEL	LNL-2220	24
LENEL	LNL-3300	6

- LNL-500 / LNL-1000 controllers above have been noted as out of support and would need to be replaced as separate projects outside of this maintenance contract should they fail during the coverage period
- Device listed above are counts provided through PMI data or the Lenel Hardware Tree

- Proposed replacements for device failure in 3 Year Coverage Period are listed in Materials Breakdown
- (3) LNL-2210 Controllers are proposed as a replacement for any LNL-500 that might need replacement depending on the size of the location to be covered. *** LNL-2210 is a proposed replacement for any LNL-500 that might need replacement depending on the size of the location to be covered
- (15) LNL-2220 Controllers or (5) estimated replacements per year out of the total (51) LNL-500 & (24) LNL-2220 Controllers installed *** LNL-2220 is a proposed replacement for any LNL-500 that might need replacement depending on the size of the location to be covered
- (15) LNL-3300 Controllers or (5) estimated replacements per year out of the total (51) LNL-500 & (6) LNL-3300 Controllers installed *** LNL-3300 is a proposed replacement for any LNL-500 that might need replacement depending on the size of the location to be covered
- Any # of device replacements required above these estimates would be covered as an addendum or separate project with the cost established on this

- **RTE DEVICES**

MANUFACTURER	TYPE	QUANTITY
VARIOUS	VARIOUS & DS160	342

- (90) DS160 RTE Motions or (30) estimated replacements per year out of the total (342) Various RTE Devices installed. DS160 is a designated replacement for failures of various RTE devices types installed.
- Any # of device replacements required above these estimates would be covered as an addendum or separate project with the cost established on this

- **CONTACTS**

MANUFACTURER	TYPE	QUANTITY
VARIOUS	MIX OF SURFACE, RECESSED, ARMORED CABLE TYPE	375

- (60) Sentrol Recessed Contacts or (20) estimated replacements per year out of the total (374) Recessed / Surface Mounted Contacts installed
- (1) Sentrol Armored Cable Contact estimated replacement for 3 year period
- Any # of device replacements required above these estimates would be covered as an addendum or separate project with the cost established on this

- **ONE Preventative Maintenance Inspection would be performed at the listed sites per year**
- Deficiency Reports would be created and provided for CFX Maintenance Contract Contact
- Devices that are not repairable or deemed as End of Support by the Manufacturer would be noted and a CFX approved method of replacement would be coordinated with cost provided under separate project(s) from the Maintenance Contract.

- Deficiency Reports provided through Building Reports Implementation. CFX Contact will have Online Portal Access to All CFX Facilities Data created / tracked through the PMI Process
- Estimated Device # Covered to receive Barcodes is 1500 (Card Readers, Controllers, Power Supplies, RTE Devices, Temp Sensors, Keypads, Control Panels, etc.)
- **HQ Security System and Temperature Device Monitoring is included for the 3 Year Coverage Period**
- **Convergent iCare Executive Level Online Service Call Tracking is included for the Coverage Period**
 - Current Service Call Status / Work Order History / Service Metric information
- **(2787) Service Specialist(s) Hours are proposed for the (3) year coverage period or (929) Hours per year to provide the Services for the Maintenance Contract**
 - Standard and Emergency Maintenance of the Access, Security, Temp Sensors as installed
 - Yearly Preventative Maintenance Inspection x 3

Materials

Line	Qty	Part	Description	Manufacturer
1	ACCESS CONTROLLERS			
2	3.00	LNL-2210	Intelligent Single Door Controller – PoE or 12 VDC @ 900mA, size (5.5" (140mm) W x 2.75" (70mm) L x 0.96" (24mm) H, (rechargeable battery) 6 MB standard cardholder flash memory, 50,000 of Event memory, maximum of one door, two readers (entry and exit reader , On-board PoE Ethernet, two inputs (supervised/unsupervised), two outputs (NO/NC), power fault input and cabinet tamper monitors. Reader power 12VDC@ 650mA max, RoHS, CE, and UL 294 certified.	Lenel
3	15.00	LNL-2220	Intelligent Dual Reader Controller – 12 or 24 VDC @ 700mA, size (6" (152mm) W x 8" (203mm) L x 1" (25mm)H), (5 year lithium battery or 3 months full run) 6 MB standard cardholder flash memory, 50,000 of Event memory, maximum of 32 devices, On-board Ethernet, on-board two door control, eight inputs, four outputs, cabinet tamper and power fault input monitors. RoHS, CE, C-Tick and UL 294	Lenel
4	15.00	LNL-3300	Intelligent System Controller – 12 or 24 VDC @300mA,size (5 in.(127mm) Wx6 in.(152.4mm) L x1 in.(25mm) H), (5 yr lithium battery or 3 months full run) 15 MB standard cardholder flash memory, 50,000 Event memory, maximum of 64 devices, On-board Ethernet, Dual Path capability, cabinet tamper and power fault input monitors. RoHS, CE, C-Tick and UL294	Lenel
5	CARD READERS / KEYPADS			

Line	Qty	Part	Description	Manufacturer
6	45.00	430211003	Model T-525SW reader, black, 12-key keypad, single-width USA electrical box mount, S-F/2F and Wiegand communications, with pigtail. Reads GE proximity, Mifare (ISO14443A) and Vicinity (ISO15693), HID proximity & Corp 1000	Interlogix
7	84.00	5355AGK00	ProxPro proximity reader w/keypad, 12-VDC, Wiegand output, charcoal	Interlogix
8	6.00	212i	Indoor Keypad - 120 Users - Relay Output	IEI
9	RTE DEVICES			
10	90.00	DS160	Request to Exit Motion	BOSCH
11	CONTACTS			
12	60.00	1078CW-M	Recessed Steel Door Contact w/Wire Leads, 3/4" Diameter, Closed Loop, Wide Gap, Brown, 3/4" Gap Size	Interlogix
13	1.00	2205AU-L	Overhead Door Extra Heavy Duty Floor Mount Contact w/Universal Magnet, Closed Loop, Aluminum Bar Stock. 3" Gap Size. 3' Stainless Steel Armored Cable	Interlogix

Total Project Price	\$	482,150.00
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Clarifications and Exclusion

1. The Majority of the work proposed herein, shall be performed during normal business hours Monday through Friday 8:00 am - 5:00 pm.
2. Permits or associated fees are not included.
3. Proposal includes applicable use tax unless otherwise noted.
4. Anything in the Contract Documents notwithstanding, in no event shall either Contractor or Subcontractor be liable for special, indirect, incidental or consequential damages, including commercial loss, loss of use, or lost profits, even if either party has been advised of the possibility of such damages.
5. Convergent Technologies reserves the right to negotiate mutually acceptable contract terms and conditions with customer by making mutually agreeable changes to the formal contract included in the Bid Documents.

Performance Items

Items Included	
Applicable Taxes	Freight (prepaid)
Material (listed in the BOM)	
Items Excluded	
120 VAC Power and Fused Disconnect Switch	120 VAC Power Receptacles
Additional Lighting Requirements for Cameras	Attend General Contractor Project Meetings
Attend Owner Project Meetings	Authority having Jurisdiction permit drawing (requires customer CAD)
Cable	Ceiling Tiles and Ceiling Grid Repairs
Connection to Building Fire Alarm Panel	Correction of Wiring Faults Caused by Others
Door wiring typical connections	Electrical Installation Permit
Electrified Door Locking Hardware	Engineering and Drawings
Equipment rack layout drawing	FA Permit and Plan Review Fees
Fire Stopping (Excludes Existing Penetrations)	Fire Watch
Floor Coverings for Lifts	Floor plan with device placement and numbering (requires customer CAD)
Horizontal Core Drilling	Installation of Bridal Rings
Installation of CCTV Cameras	Installation of Conduit, Boxes and Fittings
Installation of Control Equipment Enclosures	Installation of Control Panels
Installation of Intercom Systems	Installation of Intrusion Panels
Installation of Low Voltage Wire	Installation of Network Cabling to Card Readers
Installation of Network Cabling to IP Cameras	Installation of Network Cabling to IP Intercoms
Installation of Specialty Backboxes	Installation of Terminal Cabinets
Installation of Video Recorders (DVR/NVR)	Installation of Wire and Cable
Installation of Wire Hangars	Lifts
Loading Software on Customer Provided Computer	Low Voltage Permits
Mounting/Termination of Proposed Devices	On-Site Lockable Storage Facility
One-Year Warranty on Labor	One-Year Warranty on Parts
Operations & Maintenance Manuals	Owner to Provide Static IP Addresses
Owner Training	Panel Wall Elevation drawing (may require customer CAD)
Panel wiring point with to point connections	Patch and Paint
Payment & Performance Bonds	Project Management
Record Documentation (As-Built)	Riser drawing with home run wiring
Servers by Convergent	Servers by Others
Specialty Backboxes	Submittal Drawings
System Engineering	System is Design-Build
System Meets Plans/Drawings	System Programming
Terminal Cabinets	Termination of Control Equipment Enclosures
Testing of all Proposed Devices	Vertical Core Drilling
Wire	Workstations by Convergent
Workstations by Others	

Total Project Investment:

\$ 482,150.00

Thank you for considering Convergent Technologies for your Security needs. If you have any questions or would like additional information, please don't hesitate to contact me immediately. If you would like to proceed with the scope of work as outlined in this proposal, please sign below and return to my attention.

Sincerely,

Richard Kuhn

Convergent Technologies
Richard Kuhn

By signing below, I accept this proposal and agree to the Terms and Conditions contained herein

Aneth Williams

October 20, 2016

Customer Name (Printed)

Date

Authorized Signature

Title



Convergint Technologies

VENDOR WEBSITE

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**Competitively solicited and publicly awarded by: Region 4 Education Service
Center**

Contract #R5167

Contract Term: May 25, 2012 through June 30, 2017

Contract Highlights:

- Fire Alarm and Life Safety
- Sound Systems and Communications
- Security – Access Control, CCTV, and Alarm Systems
- Healthcare Technologies
- Building Automation

National IPA is pleased to offer the following solutions with Convergent Technologies:

- Security Services (Contract #R5167 awarded by Region 4 Education Service Center)
- Facility Technology Integration (Contract #R5193 awarded by Region 4 Education Service Center)

Contract details available in tabs to the left.

About Convergent Technologies



Electronic Security



Building Automation



Fire Alarm & Safety

Convergent Technologies is a service-based North American integrator of Electronic Security, Fire Alarm and Life Safety, Healthcare Technologies, Communications and Building Automation. We provide professional services that seamlessly combine both our systems and enterprise integration skills to integrate disparate facility systems to meet customer's evolving business requirements.

From day one, delivering value through unparalleled customer service and consistent operational excellence has been foundational at Convergent Technologies. Our promise and our number one objective, is to be our customers' best service provider.



December 21, 2015

Mr. Ben Neikirk
Vice President
Convergint Technologies, LLC
1420 N. Sam Houston Parkway East, Suite 190
Houston, Texas 77032

Re: Renewal of Contract # R5167

Dear Mr. Neikirk:

Per official action taken by the Board of Directors of Education Service Center, Region 4 on December 15, 2015, The Cooperative Purchasing Network (TCPN) is pleased to announce that Convergint Technologies, LLC has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on May 1 2012, and subsequent performance thereafter:

Contract

Security Services

The contract will expire on June 30, 2017, completing the fifth and final year of a five-year term contract. **If your company is not in agreement, please contact TCPN immediately.**

The partnership between Convergint Technologies, Inc. and Region 4 can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions or concerns, please feel free to contact me at 713.554.0460.

Sincerely,

Deborah Bushnell, CTSBO
Contracts/Compliance Manager