



## PROPOSAL REPORT COVER PAGE



Debbie Holm-Sheeley

**Associa Gulf Coast**

**RFP#: 423971**

**RFP Title:** Alarm and Access System  
Associa Gulf Coast

## ABOUT THIS REPORT

Please review the following Proposal Report in its entirety. Once reviewed, please log into your free, online manager account and report your community's position on the matter within 15 days of close. Reporting the status or outcome of an RFP will instantly give all vendors, who worked diligently in providing a free estimate, the proper notification of where they stand.

## PROMOTING FAIRNESS

These quotes have just gone through a digitized version of a **sealed bidding** process. This means that all vendors have submitted their quotes without any outside parties being able to view, share, or modify any proposals ahead of the bidding close date. The prices and information that are received in the **Proposal Report**, produced at the close of the bidding process, are guaranteed to be the original, unedited quote from every contractor. This process conforms to the strictest sealed bidding laws in the nation.

## CLEANING UP THE MESS

This proposal report utilizes a patent-pending process to **centralize** all related bids for a more **consistent** format. The end result is less paperwork to manage and less time spent on making an informed decision.

## PROTECTING THE COMMUNITY

Each and every vendor who submitted a quote for this RFP has met, or exceeded your predetermined **minimum requirements** for liability insurance, worker's compensation, & licensing. Supporting documents (insurance policies, licenses, etc.) are provided in the proposal packet as part of this sealed bidding process. In addition, every vendor within this report has an **"apple rating"** that is based on the quality of their work and customer service with other communities. This should reduce the likelihood of hiring a "fly by night" contractor that may leave a project unfinished, completed poorly, and/or without warranty.

## UNDERSTANDING A VENDOR'S PRICE

Vendor pricing can vary greatly, even when compared **"apples-to-apples."** Some of the many reasons for varying quotes include acquisition fees, insurances, employee benefits, sales commissions, warranties, capital equipment, quality of workforce and materials, experience of estimators, and profit margin. By having multiple bids through a competitive, sealed bidding process, you have a better chance of a lower cost.

## STAYING ORGANIZED







Any information received through this software system will be saved for future reference and use. This includes pictures, proposals, scopes of work, and any other documents related to a proposal request. All can be retrieved by simply logging into your free online manager account.

## Alarm and Access System Associa Gulf Coast | RFP #423971

Industry Solicited: **Security Systems: Products & Services**  
Service Location: **Other**  
Projected Contract Term: **Single Service**

Closed On: **06-18-2012**  
Proposals Submitted: **4**  
Alt.Proposals Submitted: **0**

High Bid: **\$18,810.00**  
Low Bid : **\$5,495.00**  
Average Bid : **\$10,295.00**

DESCRIPTION	VENDOR 1	VENDOR 2	VENDOR 3
<b>Company Logo:</b>			
<b>Company Name:</b>	Key Locksmith Services	Southwest Florida Custom Electronics dba Southwest Security Systems	Ron & Sons, Inc
<b>Vendor Apple Rating:</b> (Based on customer surveys & vendor follow through)	 4 Out of 5	 4 Out of 5	 4 Out of 5
<b>Vendor Address:</b>	1029 Airport Road North B-7, Naples, Florida 34104	2159 Andrea Lane D-3, Ft.Myers, Florida 33912	8941 College Pkwy, Fort Myers, Florida 33919
<b>Contact Name:</b>	Key Powell	Mike Kelly	Tim Brown
<b>Office Number:</b>	(239) 687-8494	(239) 267-6363	(239) 481-2949
<b>Alt.Number:</b>	(239) 687-8494	(239) 267-6363	(239) 481-2949
<b>Mobile Number:</b>	(239) 687-8494	(239) 671-0353	N/A
<b>Email Address:</b>	key@naples-locksmith.com	kelly.mike64@gmail.com	Service@ronandsons.com
<b>Business Established:</b>	2005	1998	1972
<b>General Liability:</b>	\$200,000	\$2,000,000	\$2,000,000
<b>Workers Comp. Policy?</b>	Yes	Yes	Yes
<b>In-House Vendor?</b> (Vendor affiliated with management company)	No	No	No
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$5,495.00*</b>	<b>\$10,000.00</b>	<b>\$6,875.00*</b>
<b>Alternate Proposal?</b>	No	No	No

\* Designates exception for 1 or more line items. Please see vendor notes for details.

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DESCRIPTION	VENDOR 4
<b>Company Logo:</b>	
<b>Company Name:</b>	SimplexGrinnell
<b>Vendor Apple Rating:</b> (Based on customer surveys & vendor follow through)	 4 Out of 5
<b>Vendor Address:</b>	6450 Metroplex Drive, Fort Myers, Florida 33966
<b>Contact Name:</b>	Robert Weiner
<b>Office Number:</b>	(239) 939-4456
<b>Alt. Number:</b>	(239) 939-4456
<b>Mobile Number:</b>	(239) 522-1255
<b>Email Address:</b>	rweiner@ simplexgrinnell.com
<b>Business Established:</b>	2001
<b>General Liability:</b>	<b>\$2,000,000</b>
<b>Workers Comp. Policy?</b>	<b>Yes</b>
<b>In-House Vendor?</b> (Vendor affiliated with management company)	No
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$18,810.00</b>
<b>Alternate Proposal?</b>	<b>No</b>


\* Designates exception for 1 or more line items. Please see vendor notes for details.

### ITEMIZED PRICING BREAKDOWN

DESCRIPTION	VENDOR1	VENDOR2	VENDOR3
Company Logo:			
Company Name:	Key Locksmith Services	Southwest Florida Custom Electronics dba Southwest Security Systems	Ron & Sons, Inc
Line Item #1 Pricing: Alarm and Access System	\$2,714.00*	\$2,800.00	\$975.00*
Line Item #2 Pricing: Card/Fob RF Proximity Access System	\$2,781.00*	\$7,200.00	\$5,900.00*
TOTAL AMOUNT PROPOSED:	\$5,495.00*	\$10,000.00	\$6,875.00*

\* Designates exception for 1 or more line items. Please see vendor notes on the following pages for details.

### ITEMIZED PRICING BREAKDOWN

DESCRIPTION	VENDOR4
Company Logo:	
Company Name:	SimplexGrinnell
Line Item #1 Pricing: Alarm and Access System	<b>\$3,010.00</b>
Line Item #2 Pricing: Card/Fob RF Proximity Access System	<b>\$15,800.00</b>
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$18,810.00</b>

\* Designates exception for 1 or more line items. Please see vendor notes on the following pages for details.

## LINE ITEM #1: Alarm and Access System.

Provide the following as and integrated and installed ALARM SYSTEM Use direct wire or wireless items as appropriate. Counts and locations to be specified. 1) ALARM MASTER CONTROL PANEL, Location to be determined at site visit. Specify in your notes to this item. 2) BURGLAR ALARM KEYPAD, Location to be determined at site visit. Specify in your notes to this item. 3) GLASS BREAK SENSORS, as applicable for exterior first floor windows. 4) DOOR SENSORS, one per door. 5) PIR MOTION DETECTOR, one at each entrance/exit room. 6) IN OFFICE PANIC ALERT SYSTEM The above equipment includes all power supplies and batteries for power outage of up to 48 hours. The panic button to be installed at the front desk is only to alert co-workers in the office area this alert will be made through a sounder. The keypad to be installed by the office entrance will have a panic alert to the police department.

File(s) Provided to Vendors: None

Key Locksmith Services:	LINE ITEM PRICE: \$ 2,714.00
<b>NOTES:</b> We will install a DCS Power Series alarm system with one hardwired keypad located near the front door. Glass break sensors will also be hardwired. Two PIR motion sensors will be installed and also hardwired to the main controller. The alarm panel will have adequate battery back-up and will be connected to a land line telephone as directed by the client. The panel will be monitored by a central monitoring station that will respond to an alarm by calling the contact list and then calling the police department. The "in house" alert system will sound a local alarm only. The sounder can be a loud alarm, a simple door bell, or/and a visible rotary light (choice on this does not effect price). The "in house" alarm will be triggered by a hardwired, momentary contact switch located at the receptionist station. The "in house" system will not be linked to the monitored alarm system unless the client makes this request.	
<b>EXCEPTION(S):</b> Standard monitoring is \$15 per month. Monitoring with daily or weekly emailed reports is \$25 per month.	
<b>ATTACHMENT(S):</b> <a href="#">AssociaGulfCoastSecuritySystem.pdf</a>	

Southwest Florida Custom Electronics dba Southwest Security Systems:	LINE ITEM PRICE: \$ 2,800.00
<b>NOTES:</b> 2 FILES WERE UP LOADED 2 PRICING OPTIONS - LEASING PRICE INCLUDED TOO	
<b>EXCEPTION(S):</b> NONE	
<b>ATTACHMENT(S):</b> <a href="#">associa_security_DELUXE.pdf</a>	
<b>ATTACHMENT(S):</b> <a href="#">associa_security_BASIC_WIRELESS.pdf</a>	

Ron & Sons, Inc:	LINE ITEM PRICE: \$ 975.00
<b>NOTES:</b> 1 DSC PC 1832 SECURITY CONTROL PANEL 1 BATTERY BACK UP 1 TRANSFORMER POWER SUPPLY 1 MONITOR FEED AND HOOK UP 1 DSC WIRELESS RECEIVER 1 SECURITY YARD SIGN 1 DSC #5501 FIXED LCD KEYPAD ZONES 3 DSC MOTION DETECTOR (PET IMMUNITY) 4 WIRELESS TRANSMITTERS (4 -DOORS) 2 INSIDE SIREN · YOU OWN SYSTEM. NOT A LEASE 5 SECURITY DECALS 1 SECURITY INSURANCE CERTIFICATE SYSTEM INSTALLED BY RON & SONS STATE CERTIFIED ALARM AGENT INCLUDES DESIGN, ROUGH INS, WIRE, INSTALLATION, PROGRAMMING & CUSTOMER INSTRUCTION	
<b>EXCEPTION(S):</b> · SYSTEM REQUIRES YEARLY MONITORING CONTRACT · RON & SONS 24 HR UL MONITORING IS \$21.00 PER MONTH BILLED QUARTERLY OR \$231.00 PER YEAR · GSM WIRELESS MONITORING IS AN ADDITIONAL \$11 .00 PER MONTH · Additions: Add Keypad \$150.00 each Add Motion Detector \$125.00 each, Add Glass Break Detector \$125.00 each, Add GSM Wireless Communicator \$250.00	

SimplexGrinnell:	LINE ITEM PRICE: \$ 3,010.00
<b>NOTES:</b> We will install the above system as specified. 1 keypad 5 door sensors 3 glass breaks with motion detection 1 motion detector 1 panic button 1 control panel Monitoring to be under separate contract Permit included	
<b>EXCEPTION(S):</b> NONE	

## LINE ITEM #2: Card/Fob RF Proximity Access System.

Provide the following as and integrated and installed PROXIMITY CARD READER SYSTEM and lock system with the following components included: 1) Provide and Install Reader and Logging System. System should be self-contained, but easily interfaced to an office computer to monitor access and registration of cards/Fobs. Capability to program new cards/Fobs or disable lost card/Fob must be provided. 2) Main Door add 600 LB Magnetic Lock with indicator light. Door should also be equipped with a power-fail safety-releasable lock mechanism. 3) 10 foot radius from door center "request to exit" proximity sensor. 4) A "request to exit" push button adjacent to door interior. 5) Reception Desk door release button. 6) 20 Proximity cards/Fobs to be included. 7) Initial Programming of Proximity Cards & training to be included.

File(s) Provided to Vendors: None

### Key Locksmith Services:

LINE ITEM PRICE: \$ 2,781.00

**NOTES:** Paxton's electronic access system will be used to control the primary door. An HID compatible proximity reader will be installed on the outside of the door with the required motion and request to exit switch inside the door to meet fire code and provide easy egress. Another release button will be installed at the receptionist desk. The door will be locked using a securitron magnetic lock with an indicator light to allow someone inside the office to visibly see if the door is locked or not. The Paxton software will be installed on one computer and our staff will provide up to two hours of training. Paxton was chosen for this system due to its easy to use client side software and flexibility for possible future expansion to the system. 20 fobs will be provided.

**EXCEPTION(S):** NONE

**ATTACHMENT(S):** [AssociaGulfCoast.pdf](#)

### Southwest Florida Custom Electronics dba Southwest Security Systems:

LINE ITEM PRICE: \$ 7,200.00

**NOTES:** LEASING OPTION INCLUDED

**EXCEPTION(S):** NONE

**ATTACHMENT(S):** [associa\\_security\\_ACCESS\\_CONTROL.pdf](#)

### Ron & Sons, Inc:

LINE ITEM PRICE: \$ 5,900.00

**NOTES:** 2 KANTECH KT-300112BK 2-DOOR CONTROLLER 1 KANTECH ENTRAPASS SPECIAL EDITION SOFTWARE 4 KANTECH P225XSF ioPROX MULLION PROXIMITY READER 25 KANTECH P40KEY ioPROX KEYTAG 4 SECO-LARM E-941SA-1200 ELECTROMAGNETIC LOCK. 1200LBS. HOLDING FORCE 4 SECO-LARM SD-7103GC-PE SUMLINE ILLUMINATED PUSH-TO-EXIT PLATE 4 KANTECH T-REX-L T SMART REQUEST TO EXIT DETECTOR - SYSTEM INCLUDES ALL POWER SUPPLIES & BATTERY BACK - INCLUDES ALL DESIGN, WIRE, INSTALLATION, HOOK-UP, PROGRAMMING & CUSTOMER INSTRUCTION

**EXCEPTION(S):** NONE

### SimplexGrinnell:

LINE ITEM PRICE: \$ 15,800.00

**NOTES:** Per the walk through with Adrian Pfeffer The front door controlled The lobby door to the office The double wood doors to the elevator lobby The rear glass door The stair door the IT room Our proposal is based on using a wireless system for all doors except the door to the stairs This will give a very clean and finished look for a low cost per door. With this plan you will not need items two, three, and four. You will also not need the required fire alarm connection when you use mag locks. We will provide a door release button at the front desk Permit included

**EXCEPTION(S):** NONE

## GENERAL NOTES/EXCEPTIONS & WARRANTY:

### Key Locksmith Services:

**GENERAL NOTES:**

I believe Associa already has my insurance information with them as a named insured from work we have done for them on properties they manage. Key Locksmith Services also has Worker's Compensation coverage on all employees and is bonded.

**GENERAL EXCEPTION(S):**

None

**WARRANTY:**

Electronic Access System: 5 years parts and labor except for vandalism or power surges. . Alarm System 2 Years.

**ATTACHMENT(S):** No Files

### Southwest Florida Custom Electronics dba Southwest Security Systems:

**GENERAL NOTES:**

NONE

**GENERAL EXCEPTION(S):**

None

**WARRANTY:**

12 MONTHS ALL PARTS AND LABOR

**ATTACHMENT(S):** No Files

### Ron & Sons, Inc:

**GENERAL NOTES:**

NONE

**GENERAL EXCEPTION(S):**

None

**WARRANTY:**

Guarantees as specified.

**ATTACHMENT(S):** No Files

### SimplexGrinnell:

**GENERAL NOTES:**

NONE

**GENERAL EXCEPTION(S):**

None

**WARRANTY:**

1 year parts and labor from owner beneficial use

**ATTACHMENT(S):** No Files



## SPECIAL REQUIREMENTS -- Vendors meet the following requirements:

### MINIMUM ESTABLISHED REQUIREMENTS:

General Liability

Minimum Liability Insurance Amount Required: **Not Specified**

Management Company MUST Be Listed As An "Additional Insured"

### Key Locksmith Services:

General Liability Insurance: [COI\\_GL\\_2013.pdf](#)

Workers Comp Insurance: [Key\\_WC\\_Exp9-29-2013.pdf](#)

W-9: [w9signed.pdf](#)

### Southwest Florida Custom Electronics dba Southwest Security Systems:

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)

Professional License: [Contractors\\_License\\_2012-2014.pdf](#)

General Liability Insurance: [COI\\_2013.pdf](#)

Workers Comp Insurance: [COI\\_2013.pdf](#)

W-9: [w9\\_\(3\).pdf](#)

### Ron & Sons, Inc:

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)

Professional License: [EG0000082\\_Exp.8-31-2014.pdf](#)

General Liability Insurance: [COI\\_GL\\_2013.pdf](#)

Workers Comp Insurance: [WC2012.pdf](#)

W-9: [Print\\_-\\_www.sunbiz.pdf](#)

### SimplexGrinnell:

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)

Professional License: [EF20000951\\_Exp8-31-2014l.pdf](#)

General Liability Insurance: [SimplexCOI\\_Exp10-31-14.pdf](#)

Workers Comp Insurance: [SimplexCOI\\_Exp10-31-14.pdf](#)

W-9: [W9\\_2012\\_\(1\).pdf](#)