



PROPOSAL REPORT COVER PAGE



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Affinity Management Services

RFP#: 708286

RFP Title: Entry Gates: Install Access Control and Traps - 2013
Deer Creek HOA

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.

Entry Gates: Install Access Control and Traps - 2013
Deer Creek HOA | RFP #708286


Industry Solicited: **Security Systems: Products & Services**
Service Location: **Gate/Guard House**
Projected Contract Term: **One-time**

Closed On: **03-23-2013**
Proposals Submitted: **1**
Alt.Proposals Submitted: **0**

High Bid: **\$34,942.00**
Low Bid : **\$34,942.00**
Average Bid : **\$34,942.04**

DESCRIPTION	VENDOR 1
Company Logo:	
Company Name:	Delphi One Systems Corp.
Vendor Apple Rating: (Based on customer surveys & vendor follow through)	 4 Out of 5
Vendor Address:	7311 N.W. 12th Street, Miami, Florida 33126
Contact Name:	Emilio Perez
Office Number:	(305) 593-9605
Alt.Number:	(305) 593-9605
Mobile Number:	(786) 258-1359
Email Address:	emilio@delphone.com
Business Established:	2001
General Liability:	\$3,000,000
Workers Comp. Policy?	Yes
In-House Vendor? (Vendor affiliated with management company)	No
TOTAL AMOUNT PROPOSED:	\$34,942.04
Alternate Proposal?	No

ITEMIZED PRICING BREAKDOWN

DESCRIPTION	VENDOR1
Company Logo:	
Company Name:	Delphi One Systems Corp.
Line Item #1 Pricing: Entry Gates: Install Access Control and Traps - 2013	\$22,506.92
Line Item #2 Pricing: Access Transponders	\$11,512.24
Line Item #3 Pricing: Individual Transponders	\$0.00
Line Item #4 Pricing: Weather Hood & Pedestal if Required or Needed.	\$922.88
TOTAL AMOUNT PROPOSED:	\$34,942.04

LINE ITEM #1: Entry Gates: Install Access Control and Traps - 2013.

See attached images for reference. Note markups are indicative, positioning of equipment must be adequate to handle all common personal, service, and emergency vehicles. Provide a manual over-ride for extended length emergency vehicles and moving vans. The community entrance currently has dual gates, one for guests and one for residents. Currently multiple vehicles are entering with a single access. To prevent this the community wishes the following configuration: 1) Add two sets of barrier arms to establish two independent "trap" entries, a barrier arm for the visitor side and separate operation for residents, so that only one vehicle at a time can access each side at a time. This sequence is representative for both sides: - Access granted through barrier arm - Vehicle proceeds forward - Arm closes, then respective gate section (only) opens. - Gate starts close sequence before next barrier arm actuation allowed. 2) The two sets of Barriers are to be heavy duty aluminum arm with reflective and red or yellow striping. LiftMaster Mega Barrier or equivalent with economically repairable/replaceable arms. 3) Two vehicle detector loops in support of trap above. 4) Access Fob Reader. Proxiguard RF ID system or equivalent. This system must support the frequencies and ability to program individual SUNPASS transponders for access. 5) Replace existing panel with new Telephone Entry System and Panel: SES Access Control System "Controlled Access Technology" Model CAT10HF or equivalent with Weather Hood (if keypad not lit, desire Illuminated hood) and Pedestal (if suitable and condition of the existing pedestal is acceptable, provide pedestal replacement as an option). Please break out pricing separately for Weather Hood and Pedestal in Line Item #4. Re-use existing antenna if possible and advisable. 6) Add Access System accessories to provide the interface and implementation for above. This is to include any required power supplies, relays, cable, interfaces, modems, and so forth to integrate into the system and be administered via secure SSL Internet access. Include exit, safety or closing detector sensor as required. 7) Software setup, configuration, and training to be included for one personal computer of a Board Member or designee of Board.

File(s) Provided to Vendors: [cs_cat10.pdf](#) [Entrance.png](#) [Traps.png](#)

Delphi One Systems Corp.:

LINE ITEM PRICE: \$ 22,506.92

NOTES: It is highly recommended that the actual gate arm operators be installed next to the actual gates for the following reason. If they are installed as per the diagram, a visitor that is not granted access will not be able to exit the lane if there are other vehicles behind him. This can cause a major problem during critical rush hours.

EXCEPTION(S): NONE

ATTACHMENT(S): [Deer_Creek_HOA_Gate_Operators__SES_Line_Item_1.pdf](#)

LINE ITEM #2: Access Transponders.

1). Please quote for Transcode Sunpass Service, and/or training for self-service of Sunpass integration. To quote transcode service, please include per-unit in notes and total pricing for 50 units and training if applicable.

File(s) Provided to Vendors: None

Delphi One Systems Corp.:	LINE ITEM PRICE: \$ 11,512.24
NOTES: Transcore Smart Pass 4 Reader and (50) Ego Plus Windshield Sticker Transponders.	
EXCEPTION(S): NONE	
ATTACHMENT(S): Deer_Creek_HOA_Transcore_Line_Item_2.pdf	

LINE ITEM #3: Individual Transponders.

1). Our intention is to utilize Sunpass transponders, but please quote on unit pricing for recommended, compatible, stand-alone access transponders *The price for this Line Item should be PER individual transponder

File(s) Provided to Vendors: None

Delphi One Systems Corp.:	LINE ITEM PRICE: \$ 0.00
NOTES: We highly recommend Transcore for reliability and quality, although other imitations exist they do NOT perform or meet our standards.	
EXCEPTION(S): NONE	

LINE ITEM #4: Weather Hood & Pedestal if Required or Needed..

Weather Hood (if keypad not lit, desire Illuminated hood) and Pedestal (if suitable and condition of the existing pedestal is acceptable, provide pedestal replacement as an option). Please break out pricing separately for Weather Hood and Pedestal in Line Item #4.

File(s) Provided to Vendors: None

Delphi One Systems Corp.:	LINE ITEM PRICE: \$ 922.88
NOTES: Includes Weather Proof Lighted Hood for the SES unit and a Gooseneck Pedestal.	
EXCEPTION(S): NONE	
ATTACHMENT(S): Deer_Creek_HOA_Hood___Pedestal_Line_Item_4.pdf	

GENERAL NOTES/EXCEPTIONS & WARRANTY:

Delphi One Systems Corp.:

GENERAL NOTES:

Power, Telephone Line, and Fixed Static IP Address to be available at Resident Side Lane. Trench or communication required for Transcore Reader on Resident Lane to Tele-Entry Unit.

GENERAL EXCEPTION(S):

None

WARRANTY:

All work performed by Delphi One Systems Corp. will have a one year warranty on all parts and labor, excludes abuse, acts of God, and/or vandalsim.

Advance replacements are provided at no additional cost to customer in case of equipment failure.

Our normal business hours are M-F 8:00AM-5:00PM.

We also offer Emergency Service Calls with a (2) Hour Response Time.

Fully Licensed/Bonded/Insured.

Specification sheets and exact Model numbers are available if not listed on any quote.

Our services include all the work quoted, along with CCTV Video Surveillance, Analog and IP MP Cameras.

ATTACHMENT(S): No Files

SPECIAL REQUIREMENTS -- Vendors meet the following requirements:

MINIMUM ESTABLISHED REQUIREMENTS:

General Liability

Minimum Liability Insurance Amount Required: **\$100,000.00**

Property Association MUST Be Listed As An "Additional Insured"

Delphi One Systems Corp.:

Professional License: [EG13000224_Exp8-31-2014.pdf](#), [EC13005125_Exp8-31-2014.pdf](#)

General Liability Insurance: [Delphi1_COI_Exp9-23-13.pdf](#)

Workers Comp Insurance: [Delphi1_COI_Exp9-23-13.pdf](#)

W-9: [W-9_Form_2012.pdf](#)