



## 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: **2**  
Alt. Proposals Submitted: **0**

High Bid: **\$34,942.00**  
Low Bid : **\$21,290.00**  
Average Bid : **\$28,116.02**

DESCRIPTION	VENDOR 1	VENDOR 2
<b>Company Logo:</b>		
<b>Company Name:</b>	Delphi One Systems Corp.	Secure Technologies Integrators Inc
<b>Vendor Apple Rating:</b> (Based on customer surveys & vendor follow through)	 4 Out of 5	 4 Out of 5
<b>Vendor Address:</b>	7311 N.W. 12th Street, Miami, Florida 33126	17690 South Dixie US # 1, Miami, Florida 33157
<b>Contact Name:</b>	Emilio Perez	Syed Kazim
<b>Office Number:</b>	(305) 593-9605	(786) 573-9081
<b>Alt. Number:</b>	(305) 593-9605	(786) 573-9081
<b>Mobile Number:</b>	(786) 258-1359	(786) 306-5399
<b>Email Address:</b>	emilio@delphone.com	syed@secureU247.com
<b>Business Established:</b>	2001	1997
<b>General Liability:</b>	<b>\$3,000,000</b>	<b>\$2,000,000</b>
<b>Workers Comp. Policy?</b>	<b>Yes</b>	<b>Yes</b>
<b>In-House Vendor?</b> (Vendor affiliated with management company)	No	No
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$34,942.04</b>	<b>\$21,290.00</b>
<b>Alternate Proposal?</b>	<b>No</b>	<b>No</b>

### ITEMIZED PRICING BREAKDOWN

DESCRIPTION	VENDOR1	VENDOR2
<b>Company Logo:</b>		
<b>Company Name:</b>	Delphi One Systems Corp.	Secure Technologies Integrators Inc
<b>Line Item #1 Pricing:</b> Entry Gates: Install Access Control and Traps - 2013	<b>\$22,506.92</b>	<b>\$21,290.00</b>
<b>Line Item #2 Pricing:</b> Access Transponders	<b>\$11,512.24</b>	<b>\$0.00</b>
<b>Line Item #3 Pricing:</b> Individual Transponders	<b>\$0.00</b>	<b>\$0.00</b>
<b>Line Item #4 Pricing:</b> Weather Hood & Pedestal if Required or Needed.	<b>\$922.88</b>	<b>\$0.00</b>
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$34,942.04</b>	<b>\$21,290.00</b>

## 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

### Secure Technologies Integrators Inc:

LINE ITEM PRICE: \$ 21,290.00

**NOTES:** Note that this represents the total contents of both proposals attached to this line item. Please also see attached for company overview and references.

**FOR EMERGENCY GATE RELEASE WILL INSTALL APPROVED DADE-COUNTY APPROVED KNOX BOX**

QTY	MODEL	DESCRIPTION
02	SP-110	Mega Barrier Gate Operator
02	MEG-15	Mega Barrier Gate 12Arm
04	ALTV-16	In-ground Loop Safety / Close
04	DTE-24	Digital Loop Detector

02	LOG-RL	Logic Relay Trap Control
01	CAB-SS	Cables, Connectors, Hardware
01	INST	System Installation, Training & Configure
01	UP-PASS	Nedap Long Range Parking Access Reader
01	AC-BST	Nedap Weather Protection Guard
01	AC-LN2	Nedap Adjustable Mounting Bracket
01	AL-1012ACM	Altronix Power Supply
01	SP-110	AC 110 Surge Protector
01	PM-8	RFID Reader 8' Pole
01	KTES	Kantech Telephone Entry System / Pedestal /Environmental Hood
01	KT-PASS	Kantech Entry Pass Facility Management Software
01	KT-300	Kantech Two Door Panel
01	HP-WP	HP Desktop Current Computer /Windows Professional Operating Software

Complete installation including system training, non-plenum cable, connectors, conduit and hardware. Whenever possible will use existing raceways and conduit run, Others to provide AC110 outlets at the control panel room and high speed internet connection for remote access as or if needed.

**EXCEPTION(S): NONE**

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.

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

### 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
<b>NOTES:</b> We highly recommend Transcore for reliability and quality, although other imitations exist they do NOT perform or meet our standards.	
<b>EXCEPTION(S):</b> NONE	

Secure Technologies Integrators Inc:	LINE ITEM PRICE: \$ 0.00
<b>NOTES:</b> Cost of Passive RFID Windshield Tag @ \$ 11.83 each plus sales tax	
<b>EXCEPTION(S):</b> 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**

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

  

<b>Secure Technologies Integrators Inc:</b>	<b>LINE ITEM PRICE: \$ 0.00</b>
<b>NOTES:</b> INCLUDED IN ITEM #1.	
<b>EXCEPTION(S): NONE</b>	



## 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.

#### 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

### Secure Technologies Integrators Inc:

#### GENERAL NOTES:

50% deposit with purchase order, balance upon completion. Complete installation within thirty days. Will not be responsible for any delays caused by others. Equipment is and will remain the property of Secure Technologies Integrators Inc. until paid in full.

#### WARRANTY:

Secure Technologies warrants its products to be free from defects in materials and workmanship under normal use and service for a period of **THREE YEARS** after delivery to the end user. At our discretion, Secure Technologies will repair free of charge or replace at no charge a product should it, upon examination, be proven defective under warranty. Secure Technologies reserves the right to make the final decision whether there is a defect in materials and/or workmanship, and whether or not the product is within the warranty.

This warranty shall not apply to any Secure Technologies product that has been subject to misuse, neglect, accident, damage from acts of nature (i.e. lightning strikes, power surges, hurricanes, etc. or act of God) or used in violation of instructions furnished, nor extended to equipment that has been repaired or altered outside of Secure Technologies.

**ATTACHMENT(S):** No Files

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

**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](#)

**Secure Technologies Integrators Inc:**

Occupational License: [113745.JPG](#)  
Professional License: [EC13003727\\_8-31-14.pdf](#)  
General Liability Insurance: [Secure\\_GL\\_Exp11-4-13.pdf](#)  
Workers Comp Insurance: [Secure\\_WC\\_Exp10-9-13\\_1pg.pdf](#)  
W-9: [123817.JPG](#)