



## PROPOSAL REPORT COVER PAGE



Marc Rodriguez  
**FOUR POINTS PROPERTY MANAGEMENT, INC.**

**RFP#: 761625**

**RFP Title:** Video Camera Monitoring System  
Trianon\_Park\_Condominium

## 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.



**FOUR POINTS PROPERTY MANAGEMENT, INC.**  
 1750 West 8th Avenue  
 Hialeah, Florida 33010  
**P:** (305) 403-0575

**PROPOSAL REPORT FOR:**

Trianon Park Condominium  
 1750 West 56 Street  
 Hialeah, FL 33016

**Summary Details For RFP No.761625:**

Reference Name: Video Camera Monitoring System  
 Industry Solicited: Security Systems: Products & Services  
 RFP Close Date & Time: 11-27-2012 09:00  
 Location where work is to be performed: Common areas  
 Pool, Parking Lot  
 Projected Contract Term: one-time

**Proposal Overview Details:**

Proposals Submitted: **3**  
 Alt.Proposals Submitted: **0**  
 High Bid: **\$6,793.00**  
 Low Bid: **\$2,939.00**  
 Average Bid: **\$4,824.00**

VENDOR 1	VENDOR 2	VENDOR 3
		
Specialized Home Electronics	Secure Technologies Integrators Inc	Virtual Networks Inc.
Vendor Apple Rating: 	Vendor Apple Rating: 	Vendor Apple Rating: 
12940 SW 128th St, Suite 203, Miami, Florida 33186	17690 South Dixie US # 1, Miami, Florida 33157	1518 NE 17th Terrace, Fort Lauderdale, Florida 33304
In-House Vendor? <b>No</b>	In-House Vendor? <b>No</b>	In-House Vendor? <b>No</b>
Company Phone: (305) 255-4466	Company Phone: (786) 573-9081	Company Phone: (954) 635-5552
Extension: 105	Extension: 0	Extension: 250
Alt.Phone: () -	Alt.Phone: (786) 573-9081	Alt.Phone: (954) 635-5552
Alt.Extension: 0	Alt.Extension: 0	Alt.Extension: 0
Year Business Established: 1989	Year Business Established: 1997	Year Business Established: 2002
Contact: Chris Connell	Contact: Syed Kazim	Contact: Nicolas Villar
cconnell@shealarms.com	syed@secureU247.com	nicolas@virtualnetusa.com
Mobile Phone: (941) 421-8264	Mobile Phone: (786) 306-5399	Mobile Phone: (954) 709-7477
<b>TOTAL AMOUNT PROPOSED</b>	<b>TOTAL AMOUNT PROPOSED</b>	<b>TOTAL AMOUNT PROPOSED</b>
<b>\$4,740.00*</b>	<b>\$6,793.00*</b>	<b>\$2,939.00*</b>
Alternate Proposal Provided?	Alternate Proposal Provided?	Alternate Proposal Provided?
<b>No</b>	<b>No</b>	<b>No</b>
<b>Alt.Price: N/A</b>	<b>Alt.Price: N/A</b>	<b>Alt.Price: N/A</b>

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

**LINE ITEM #1:** Video Camera Monitoring System .

Exterior Video Monitoring:

- System Installation Only (Self-monitoring by association)
- General purpose resolution – Generally Recognize Individuals (audio not required)
- 8 low light locations
- Recording based on Motion-Detection
- Storage capacity to retain recordings: 1 month minimum
- Web access to live views and one day back search.
- Recording System on Site Hosted Recording
- DVD recording capability for archive
- Confirm installation and view locations with property manager or Board member.

**Attachment for Line Item 1:** None**VENDOR 1:****LINE ITEM PRICE: \$ 4,740.00**

**NOTES:** Proposal is based on Statement of Work. Any additional items will require a change order. A representative from Specialized Home Electronics will need to walk the property with a representative from Tianon Park Condominium before work is to begin.

**EXCEPTION(S):** Please see attached proposal for details

**ATTACHMENT(S):** [Tianon\\_Park\\_Condominium.docx](#)

**VENDOR 2:****LINE ITEM PRICE: \$ 6,793.00****NOTES:** QTY MODEL DESCRIPTION

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 08 SVR-680 High Resolution Vandal Resistance Video Camera  
 16 NVT-250 Video Balun Video Trans-Receiver  
 01 PS-12/24 Video Camera Power Supply  
 01 SS-1TBH Digital Video Recorder /1TB Hard Drive /USB  
 01 INST System Installation, Training & Configuration

Complete installation including non plenum cables, connectors, and hardware, whenever possible will use existing conduits as needed. Others to provide AC110 outlets as needed. Our Guarantee covers all parts and labors for a period of THREE YEARS, will not be responsible for misuse, vandalism, lightning or act of God.

**EXCEPTION(S):** Permit not included in pricing.

**ATTACHMENT(S):** [SecureTech-TrianonPark.pdf](#)

**VENDOR 3:****LINE ITEM PRICE: \$ 2,939.00**

**NOTES:** Need to Measure property and see how cables need to be run to each location in order to properly quote labor and amount of cabling needed.

**EXCEPTION(S):** Additional charge required if lift rental is needed to install the cameras and cabling.

This quote provided includes all cables and connections for the 8 cameras up to 50ft each camera from the digital video recorder.

**ATTACHMENT(S):** [8\\_camera\\_system\\_quote.pdf](#)

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

**VENDOR 1:**

**GENERAL NOTES:**

Proposal is based on Statement of Work. Any additional items will require a change order. A representative from Specialized Home Electronics will need to walk the property with a representative from Tianon Park Condominium before work is to begin.

**GENERAL EXCEPTION(S):**

Please see attached proposal for details

**VENDOR 2:**

**GENERAL NOTES:**

Terms & Conditions:

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

**GENERAL EXCEPTION(S):**

None

**VENDOR 3:**

**GENERAL NOTES:**

This quote reflect the price for an 8 camera install up to 50ft of cabling each.

**GENERAL EXCEPTION(S):**

None

**Insured**

General Liability

Minimum Liability Insurance Amount Required:\$

**VENDOR 1:**

Occupational License: [Bus\\_tax\\_receipt2012.pdf](#)

Professional License: [State\\_Lic\\_Reg\\_Alarm\\_system\\_contr.pdf](#)

General Liability Insurance: [COL-CAMa\\_as\\_Cert\\_Holder.pdf](#)

Workers Comp Insurance: [COL-CAMa\\_as\\_Cert\\_Holder.pdf](#)

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

WARRANTY-INFO: No Files

Warranty: 1 Year on Parts and Labor

**VENDOR 2:**

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](#)

WARRANTY-INFO: No Files

Warranty: All parts and labor as defined under this proposal are covered under three years warranty when component failure occurs through normal usage. Items Not Covered: Damage caused by misuse, abuse, theft, vandalism, accident, disaster, fire, flood, water, and Acts of God. In addition, items designed to fail in order to protect the equipment, such as power and/or lightning suppressors.

**VENDOR 3:**

General Liability Insurance: [GL-HV\\_Reno\\_Exp6-3-13.pdf](#)

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

WARRANTY-INFO: No Files

Warranty: 1 Year Parts 3 Month Labor