



## PROPOSAL REPORT COVER PAGE

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Fred Rotstein  
**Association Services of Florida**  
**RFP#:** 150502  
**RFP Title:** Video Monitoring System  
Tamerlane Homeowners Association\_ Inc\_

## 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.

**Association Services of Florida**  
 10112 USA Today Way  
 Miramar, Florida 33025  
**P:** (954) 922-3514

#### PROPOSAL REPORT FOR:

Tamerlane Homeowners Association Inc  
 3422 Atlanta Drive  
 Hollywood, FL 33021

#### Summary Details For RFP No.150502:

Reference Name: Video Monitoring System  
 Industry Solicited: Security Systems: Products & Services  
 RFP Close Date & Time: 05-22-2012 13:00  
 Location where work is to be performed: Common areas  
 Pool  
 Projected Contract Term: one time plus maintenance if required

#### Proposal Overview Details:

Proposals Submitted: **3**  
 Alt.Proposals Submitted: **0**  
 High Bid: **\$6,291.00**  
 Low Bid: **\$2,761.00**  
 Average Bid: **\$4,317.55**

VENDOR 1	VENDOR 2	VENDOR 3
		
Delphi One Systems Corp.	Ambient Sounds & Security Systems, Inc.	Atech Fire and Security Inc.
Vendor Apple Rating: 	Vendor Apple Rating: 	Vendor Apple Rating: 
7311 N.W. 12th Street, Miami, Florida 33126	2851 NW 7 St, Miami, Florida 33125	1945 W Copans Rd, Pompano Beach, Florida 33064
In-House Vendor? <b>No</b>	In-House Vendor? <b>No</b>	In-House Vendor? <b>No</b>
Company Phone: (305) 593-9605	Company Phone: (954) 226-7991	Company Phone: (954) 957-8980
Extension: 102	Extension: 0	Extension: 0
Alt.Phone: (305) 593-9605	Alt.Phone: (954) 226-7991	Alt.Phone: (954) 957-8980
Alt.Extension: 102	Alt.Extension: 0	Alt.Extension: 0
Year Business Established: 2001	Year Business Established: 2007	Year Business Established: 1980
Contact: Emilio Perez	Contact: Kenneth Monteagudo	Contact: John Meyer
E-mail: emilio@delphone.com	E-mail: kenny@ambientfl.com	E-mail: john@atechsystems.us
Mobile Phone: (786) 258-1359	Mobile Phone: (954) 200-3101	Mobile Phone: (954) 695-5426
<b>TOTAL AMOUNT PROPOSED</b>	<b>TOTAL AMOUNT PROPOSED</b>	<b>TOTAL AMOUNT PROPOSED</b>
<b>\$6,291.42 *</b>	<b>\$2,761.24 *</b>	<b>\$3,900.00</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 Monitoring System.

See attached specifications for quantity, locations, requirements.

**Attachment for Line Item 1:** [Tamerlane\\_Camera\\_specs\\_for\\_bidders\\_022312\\_updated.doc](#)

**VENDOR 1:****LINE ITEM PRICE: \$ 5,996.42****NOTES:** Scope of Work, Description, & Equipment:

Installation of CCTV Video Surveillance Camera System:

Includes (1) DVR (3) Cameras & Installation.

Includes Wiring, Cameras, Power Supply, Surge Protectors, DVR, Materials, Labor, Programming, and Training.

Includes (1) year warranty on all parts and labor, excluding abuse, acts of God, and/or vandalism.

Existing conduit will be used assuming it is in good condition and existing wiring can be used as a pull string to add new wiring.

Remote access to DVR requires Internet connection from your local DSL provider.

DVR requested has been discontinued, new model has been included in this quote.

Five additional cameras can be added to the DVR.

Approximately (30) days of motion recording storage on hard drive.

Permit fees if required are NOT included in this cost estimate.

DVR will require a monitor for onsite live view and playback or can be on PC if one is available.

Camera alarms will be through DVR E-Mail notification.

Training will be provided to customer up to (2) hours on system operation, programming, and remote viewing if available.

Remote monitoring set up will be provided if Internet connection is available.

**EXCEPTION(S):** Permit fees if required.

Cooling Fan: As per PM, room will have AC.

Tamper camera housing not needed, cameras come in vandal dome enclosure.

Security contact to cameras not required, since E-Mail notification from dvr will be sent upon any camera outage. Requires internet connection.

**ATTACHMENT(S):** [Tamerlane\\_RFP\\_\\_150502\\_Video\\_Monitoring\\_System.pdf](#)

**VENDOR 2:****LINE ITEM PRICE: \$ 2,761.24**

**NOTES:** 1 EACH - 8 CHANNEL DIGITAL WATCHDOG DVR WITH 500 GB OF MEMORY

3 EACH - HI-RESOLUTION DOME CAMERA WITH INTENSIFIER

3 EACH - In-line camera surge protector.

1 EACH - DVR LOCKBOX with fan.

1 EACH - Four (4) fuse protected outputs, 5.5-12VDC @ 2.5 amp or 12-15VDC @ 2 amp, 115VAC input. Grey Enclosure 8.5"H x 7.5"W x 3.5"D. UL/CUL (UL2044) and CE Approved. With lifetime warranty.

1 EACH - OUTDOOR SIREN WITH BUILT-IN STROBE

- Installation materials such as pipe, wire, and connectors.

- Labor for installing 3 tamper proof ht7246ihr cameras. Cameras will be alarm protected for local sounding siren and strobe. Vmax 8 ch dvr and power supply will be installed in dvr fanned lockbox. All cameras will have in-line surge protectors. All cabling will be in pipe and/or ran in walls and/or ceilings. All work will be conducted in a clean and professional manner.

**EXCEPTION(S):** Labor does not include network setup for remote viewing.

**ATTACHMENT(S):** [Estimate\\_1360\\_from\\_Ambient\\_Sounds\\_Security\\_Systems\\_Inc.pdf](#)

**VENDOR 3:****LINE ITEM PRICE: \$ 3,900.00**

**NOTES:** the cameras come vandal resistant so we are not quoting alarming the camera also we are not quoting on a fan your specification on the fan is fage

**EXCEPTION(S):** NONE

**VENDOR 1:**

**\$ 295.00**

**VENDOR 2:**

**\$ 0.00**

**VENDOR 3:**

**\$ 0.00**

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

**VENDOR 1:**

**GENERAL NOTES:**

Add: \$295.00 + Tax for 19"Flat Panel Color Monitor (Optional)

**GENERAL EXCEPTION(S):**

None

**VENDOR 2:**

**GENERAL NOTES:**

NONE

**GENERAL EXCEPTION(S):**

None

**VENDOR 3:**

**GENERAL NOTES:**

NONE

**GENERAL EXCEPTION(S):**

None

**Licensed  
Insured**

Worker's Comp

Worker's Comp. Exemptions Accepted

General Liability

Minimum Liability Insurance Amount Required: **\$1,000,000.00**

Property Association MUST Be Listed As An "Additional Insured"

Management Company MUST Be Listed As An "Additional Insured"

**VENDOR 1:**

Occupational License: [Miami-Dade\\_Occupational\\_License.pdf](#)

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](#)

WARRANTY-INFO: No Files

Warranty: One Year Warranty on all Parts & Labor, excluding, abuse, acts of God, and/or vandalism.

**VENDOR 2:**

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

Professional License:

General Liability Insurance: [LIAB\\_Ins\\_Cert\\_CamAssistant.com.pdf](#)

Workers Comp Insurance: [Work\\_Comp\\_Exempt\\_Cert.jpg](#)

W-9: [W9\\_camassistant.com.jpg](#)

WARRANTY-INFO: No Files

Warranty: Workmanship and Manufacturer Warranties.

**VENDOR 3:**

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

Professional License: [EC0002393\\_Exp8-31-14.pdf](#)

General Liability Insurance: [GL-Atech\\_Exp11-5-13.pdf](#)

Workers Comp Insurance: [WC-Atech-2012.pdf](#)

W-9: [W9-Atech.pdf](#)

WARRANTY-INFO: No Files

Warranty: one year on parts and labor