

November 22, 2021

Lindsay Fare
University of Mary Washington
Procurement Services
Eagle Village Executive Offices, Suite 480
1125 Jefferson Davis Highway
Fredericksburg, VA 22401

Ref: RFP 22-1291; Access Control System Integrator Services & Support

Dear Lindsay,

Thank you for the opportunity to provide you with our response for the University of Mary Washington RFP – Access Control System Integrator Services & Support.

Allied Universal Technology Services' goal is to help the University of Mary Washington achieve its goal of having a healthy and functioning access control system (ACS) that provides a flexible and cost-effective means to preclude or reduce the potential for sabotage, theft, trespassing or other criminal behavior from occurring on campus.

In our enclosed response, we are providing you with our program qualifications and approach. Allied Universal Technology Services is a national security provider and leading security integration firm that provides integrated security solutions to the education community and commercial market across the United States and beyond. Our in-house staff consist of engineers, technicians, project managers and regional executives who are poised and well-positioned to provide the University of Mary Washington with the most professional level of support. AMAG is an Allied Universal company; all our technicians and engineers are AMAG certified and ready to serve you with the highest industry standards.

Please contact Dave Messick, Account Executive by phone (410) 404-7429 or by email david.messick@aus.com for any questions regarding the details of this proposal. We look forward to discussing your expectations and presenting our team and qualifications to you. We remain confident that the University of Mary Washington will find Allied Universal Technology Services as the smart choice and an exceptional partner for this project.

Thank you,

A handwritten signature in black ink, appearing to read "Dave Messick".

Dave Messick
Account Executive

Allied Universal Technology Services
303 Ashcake Road | Suite B | Ashland, VA 23005
C: 410.404.7429 | david.messick@aus.com | www.aus.com

Table of Contents

RFP Cover Page	1
Company Overview	2
Response to Statement of Needs	3
• Service and Maintenance	3
• Preventative Maintenance	4
• Warrantees	4
• System Expansion	5
• System Hardware/Software Upgrades	5
• Training	6
• Integration	6
• Troubleshooting & Responsiveness	7
• Contractor Qualifications	9
Attachment A - Pricing Schedule	10
Attachment B - Reference Page	11
Attachment C - Small Business Subcontracting Plan	12
W9	14
Certificate of Insurance	15
Signed Addenda	32

SEALED REQUEST FOR PROPOSAL (RFP)

ISSUE DATE:	October 20, 2021		
RFP NUMBER & TITLE:	RFP 22-1291; Access Control System Integrator Services & Support		
PROPOSAL DUE DATE & TIME:	November 17, 2021 by 2:00 PM NOTE: Proposals received after the due date and time cannot be accepted.		
PROPOSAL DELIVERY ADDRESS:	University of Mary Washington Procurement Services / Reference RFP 22-1291 Eagle Village Executive Offices, Suite 480 1125 Jefferson Davis Highway, Fredericksburg, VA 22401		
WORK LOCATION:	<input checked="" type="checkbox"/> All Campuses <input type="checkbox"/> Fredericksburg <input type="checkbox"/> Stafford <input type="checkbox"/> Dahlgren		
COMMODITY CODE(S):	99022: Card Access Security Services		
PRE-PROPOSAL CONFERENCE:	<input type="checkbox"/> Optional <input checked="" type="checkbox"/> Mandatory <input type="checkbox"/> N/A	DATE & TIME:	11/3/2021 at 10:00 AM
PRE-PROPOSAL LOCATION:	TBD – On-campus location will be determined based on the number of participants that RSVP		
CONTRACT OFFICER:	Lindsay Fare PHONE: 540-654-1057	EMAIL:	lfare@umw.edu
PERIOD OF CONTRACT:	February 1, 2022 through 5 years with five (5) one-year renewal options		

In compliance with this Sealed Request for Proposal (RFP) and to all the conditions imposed therein, and hereby incorporated by reference, the undersigned firm offers and agrees to furnish the goods/services in accordance with attached signed proposal or as mutually agreed upon by subsequent negotiation. The undersigned firm hereby certifies that all information provided in response to this RFP is true, correct and complete.

By signing this proposal, you are certifying that you are an authorized representative of the offering firm and that the firm's principals or legal counsel have reviewed the Request for Proposal General Terms and Conditions and any Special Terms and Conditions. Any exceptions to the General or Special Terms and Conditions must be clearly identified in your proposal. No exceptions can be taken to those General or Special Terms and Conditions that are mandated by law. If no exceptions are identified in your proposal, it is understood that the provisions will become a part of any final agreement.

THIS FORM MUST BE COMPLETED AND RETURNED WITH PROPOSAL

Name of Offering Firm:	Allied Universal Technology Services		
Address of Offering Firm:	303 Ashcake Road, Suite B, Ashland, VA 23005		
DSBSD Certification No.:		Expiration Date:	
eVA ID:	VA00279041	Tax ID:	35-2434716
Email:	david.messick@aus.com	Telephone:	(410) 404-7429
Website:	www.aus.com	Fax:	N/A
Submitted By (Print Name & Title):	Dave Messick, Account Executive		
Signature (In Ink):		Date:	11/22/2021

Company Overview

With experience dating back to 1977, Allied Universal® Technology Services currently provides safety and security technology services to over 6,000 locations nationwide, improving security to protect people and assets and helping clients meet compliance in regulated industries.

This division of Allied Universal® was formed to create a new breed of electronic security solutions provider capable of deploying globally-scaled, enterprise-class solutions no matter the environment. As technology has changed over the years, we have adapted our approach to always remain on the cusp of the latest developments in the industry. Our new way of thinking, coupled with our deep industry knowledge, provides us with a unique competitive advantage: the ability to solve tomorrow's complex problems today.

Whether it be a complex regulatory compliance matter, life safety issues, physical security risk, emergency communications or business continuity, we are capable of addressing the most daunting challenges facing our clients today. We believe that in order to effectively create value for our customers, we must maintain an in-depth knowledge of their business processes, operating parameters, profit formulas, and customers.

We embrace the proliferation of cloud computing in our industry and are committed to being a market leader in deploying hosted and managed solutions in the enterprise-class space. The cloud is simply another way of getting business done. By moving data securely from your sensors, access control readers, and video surveillance cameras on-site to a cloud environment, we reduce the total cost of ownership (TCO) associated with the data, and at the same time, provide secure remote connectivity. The data is then turned into robust and actionable information that will deliver real benefits to your business 24/7/365.

Finally, and perhaps most importantly, we are passionate about customer service. It's what we do. It's who we are. We are trusted by companies to provide guidance, design enterprise-class service solutions and deliver improved security that protects your people and assets.

Service and Maintenance

1. 24x7 call handling 365 day a year.
2. Service tickets can be created either via phone call or email.
3. When on-site technical assistance is required, our qualified and certified technicians will arrive on site using the following response schedule:
 - 4-hour response for emergencies
 - 8-hour response for non-emergencies
 - Scheduled timeframe calls with EMS personnel
4. All necessary repairs or corrections will have a planned resolution by the beginning of the next business day following the initial notification.
5. Allied Universal personnel will sign in and out with the Emergency Communications Center.
6. Allied Universal personnel will be properly licensed and certified to perform any installation, work on hardware, or work on software where certification or licensure is required by the manufacturer.
7. Allied Universal personnel will provide UMW with a signed service report at the completion of any service or maintenance call. A report is also generated in real time via the Security Now customer portal. The report will include at minimum:
 - A statement of the reason for the call
 - An account of the actions taken by Allied Universal
 - An account of the parts used
 - The number of hours it took to complete the service
 - The technicians' names performing the service
8. Allied universal will build and maintain a spare parts closet onsite to minimize equipment failure downtime.
 - Allied Universal will work with UMW to determine an appropriate list of parts and create a spare parts inventory.
 - The spare parts inventory will be decided upon and purchased at the beginning of the contract, billable to UMW.
 - The manufacturers warrantees attached to the individual parts will be honored from the time of purchase, not from the time of installation.
 - As parts are removed and used from the spare parts inventory, Allied Universal will promptly order and replace the parts. UMW will pay for all replacement parts.
 - The University will be responsible for replacement or repair of components resulting from UMW-caused damages, such as vandalism, accidental incidents, negligent use of the system.

9. Allied Universal will service and maintain existing components of the access control system, including readers, alarm controllers, sensors, etc. as identified in the component inventory list on Attachment 1.
10. An inspection of the access control system will be performed at the beginning of the contract. Any malfunctions found in the system at that time will be repaired by Allied Universal, billable to UMW. At that time, the access control system will be deemed in good health and will be covered by the terms and conditions of this Service and Maintenance agreement.

Preventative Maintenance

1. Allied Universal will provide a Preventative Maintenance Agreement that covers inspection, testing and adjusting of card reader-controlled doors, perimeter door position switches, equipment enclosures and server/storage equipment racks.
2. This Maintenance Agreement includes: back-up of access control system configuration; archiving of cardholder database/transaction logs; confirm correct recording preferences (application reprogramming excluded); de-fragment all hard drives as needed; run system-wide diagnostic reports in order to identify nuisance alarms and/or faulty equipment (if needed, repairs performed pursuant to Service Agreement).
3. This Preventative Maintenance Agreement also includes one (1) site-wide vulnerability assessment designed to identify gaps in current electronic security protection scheme and Customer interview regarding needs analysis.
4. Allied Universal will perform an end-to-end full line-item inspection of the access control system. The inspection of the system will occur within 30 days of the start of the contract.

Warrantees

1. Allied Universal will warrant, service and maintain any components provided, including, but not limited to, doors, locks, readers, controllers, alarms, door accessories controlled or monitored by the system, sensors, etc.
2. Allied Universal will warrant all work for which materials are furnished, fabricated or field erected, all factory-assembled equipment for which no specified manufacturer's warranty is furnished, and all work in connection with installing manufacturer's warranted equipment at no cost to the University. This warranty shall apply to defects in materials and to defective workmanship of any kind, by the Contractor or sub-contractor.
3. In the event of failure of any work, equipment, or device during the life of the warranty, Allied Universal will repair or replace the equipment or defective work, at no cost to the University.

4. All devices installed by Allied Universal will be warranted, parts and labor, for a period of one year. Parts installed from the spare parts closet will be warranted only through the remainder of any existing manufacture warranty.
5. ~~Contractor will be held responsible for any failures in design and installation that lead to additional costs and/or labor needed to get the system to normal functionality.~~ For further conversation during our selection interview.

System Expansion

1. Allied Universal is prepared to attend meetings concerning system expansion, special usage solutions, and provide design and cost documents as needed.
2. Should a system expansion be necessary, the expansion components will meet or exceed the quality and performance of the existing components.
3. Allied Universal will not perform a system expansion without prior approval from UMW.
4. Allied Universal will keep UMW up to date on current and emerging technologies that are occurring in the access control industry, including any system upgrades to newer technologies. Dave Messick will be the Account Executive assigned as a resource to the university.

System Hardware/Software Upgrades

1. Allied Universal will Upgrade/Replace System Hardware as necessary: Recommend, purchase, install, and test all new system hardware. Recommend backup/recovery strategy, any necessary hardware and software. Provide a separate itemized list and costs of recommended hardware.
2. Allied Universal will Upgrade System Software as necessary: Recommend, purchase, install, configure, migrate data, test system with the latest version of the software as appropriate for the UMW environment.
3. Allied Universal will list, in detail, recommended hardware and software upgrades and/or replacements included in cost proposals.
4. As new software versions are available and proven, Allied Universal will upgrade the UMW system as part of the cost of contract, at a mutually agreed upon schedule. Any upgrades within a software version will be included in our agreement. Version step upgrades will be billable to UMW. UMW reserves the right to upgrade hardware in order to improve performance, keep hardware current, ensure tight security, and for other problems, as required.
5. Allied Universal will provide a test system on an as needed basis.

Training

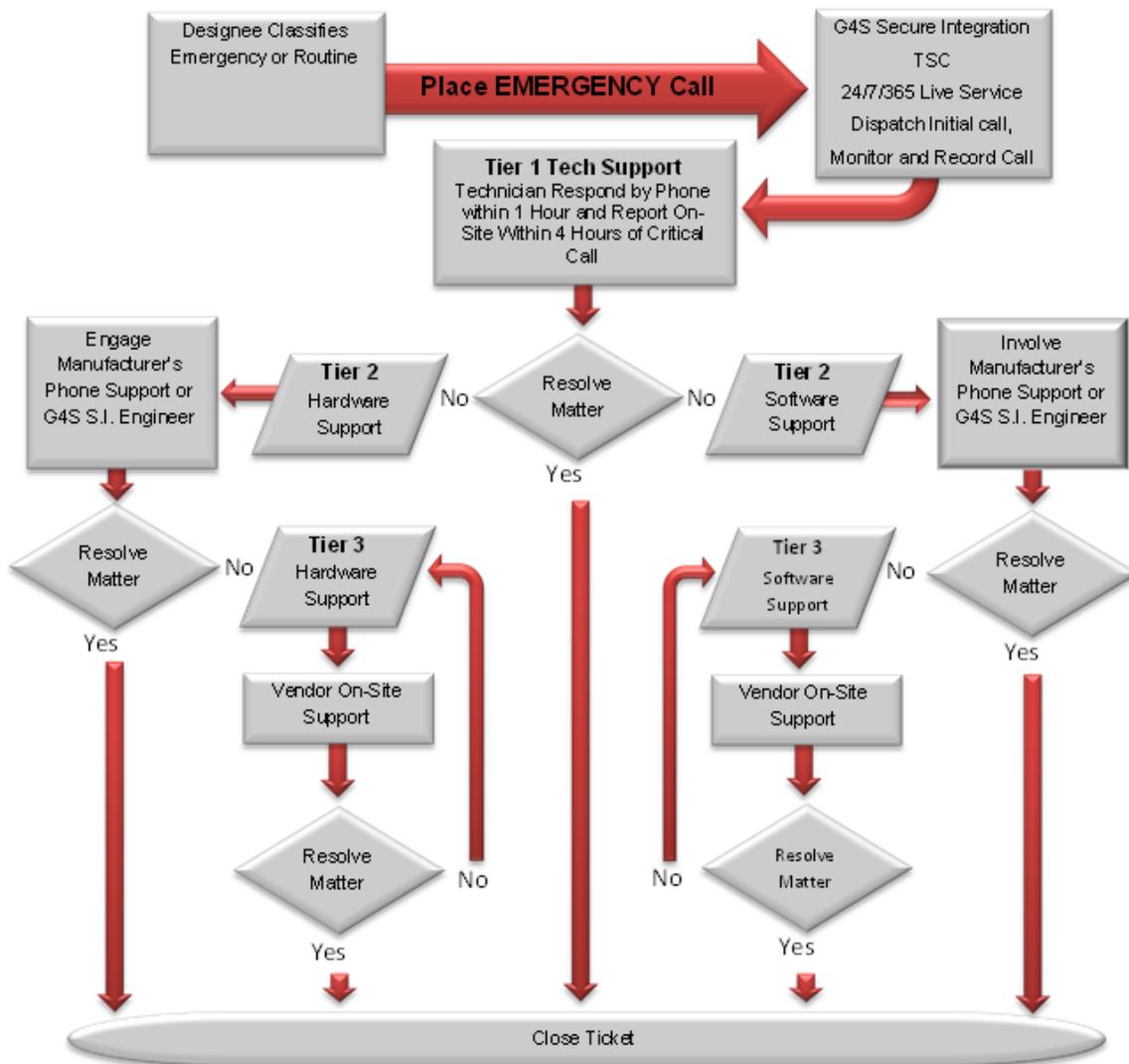
1. Allied Universal will train appropriate technical personnel in the use of hardware. Provide training and documentation step-by-step instruction in operation, troubleshooting, backup and recovery procedures.
2. Allied Universal will train appropriate technical and functional personnel in use of the software. Provide training, documentation, and step-by-step instructions for each operational area, i.e. (but not limited to) Residence Life procedures (change building assignment, add additional areas of authorized entry, etc.), Campus Police (silence alarms, test for manually unlocked doors, etc.), facilities, ID Card Center (make new cards, replacement cards, lost cards, etc.).
3. Allied Universal will provide system configuration, data integration, data population, system monitoring, database schema, and other appropriate training to system level technical personnel as identified by UMW.
4. Allied Universal will provide pre-written reports as requested by UMW after award, at least 10 reports. Include the code, launching instructions, modification instructions, how to schedule reports. Allied Universal requires clarification on this request, specifically regarding the detail of the reports and the frequency.
5. Allied Universal will provide training in searching the database, both for locating information at the field level and for extraction and reporting.
6. Allied Universal will provide up to 8 hours of training per month to cover bullet points 1-5, to be scheduled at the university's discretion based on need. Additional training can be provided at an additional cost to the university.
7. Allied Universal will provide a one- or two-day training session as part of the cost of the contract for any system upgrades.
8. Allied Universal will provide detailed oral and written instructions for reporting problems to Allied Universal's Service Desk.

Integration

Allied Universal is fully capable to integrate the AMAG system with other systems, including Banner, IDMS, and Key Systems. Allied Universal is capable to work with the SQL Server Enterprise Manager. Scope of involvement with the SQL Server Enterprise Manager will need to be defined upon acceptance of the agreement.

Troubleshooting & Responsiveness

1. Allied Universal will produce detailed documentation addressing how UMW may troubleshoot the application prior to contacting vendor support services, on-site and remotely.
2. Remote access to AMAG server via Web, VPN, or other method will be provided for specific technical and functional support personnel in order for them to monitor or check information in an efficient manner remotely.
3. Allied Universal will provide a detailed account of responsiveness and escalation procedures; examples of resolution, when escalation occurs, how communication and updates to UMW are handled, and location of personnel who would provide on-site problem resolution. Please see the chart below:



Security Now

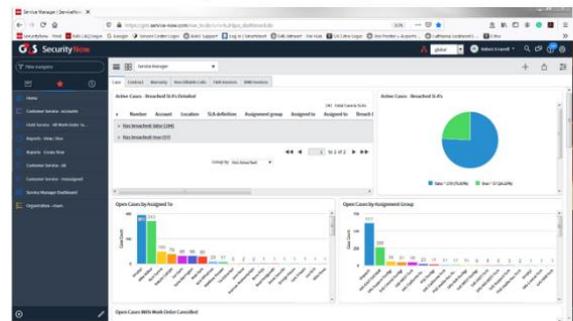
Allied Universal uses an online customer portal called Security Now. This program gives a real-time account of the lifecycle and tracking of a every service ticket created.

- True Accountability-based Approach
- Scalable Service Teams
- Governance-based Organization Model
- Customizable Metrics
- Automated Reporting (Over 400 Preloaded reports with Custom options)
- 100% Transparency to the customer and Allied Universal® Management
- Life Cycle and Asset Management Capable
- Mobile Service Client Portal

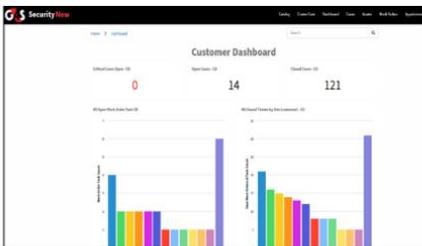
Customer Portal



Customizable Live Reporting (Metrics/KPI/SLA)



Customizable Dashboards



Contractor Qualifications

Allied Universal Technology Services owns AMAG. Literally, AMAG is a subsidiary to its parent company, Allied Universal. All of our technicians are AMAG certified and have an intimate knowledge of the software and its capabilities. Two of Allied Universal's largest deployments of AMAG are with Dominion Energy and NTT. Both Virginia-based critical infrastructure groups have massive footprints, with many facilities that span the state and the nation. Allied Universal has not only met the needs of these demanding clients, but rather served and supported them as they have grown exponentially over the past decade. We remain their trusted advisor.

In January of 2019, Allied Universal was selected as the sole provider of security installation and support services for New York University. With this Master Services Agreement, Allied Universal has developed and executed hundreds of projects since 2019 and supports all of NYU's service calls. NYU categorizes all of their work into three (3) fields; Capital projects, Non Capital projects and Service Work. For Capital and Non Capital projects Allied Universal provides project development, turnkey installations and seamless coordination with NYU's Department of Public Safety, Office of Construction Management and various General Contractors and Subcontractors. We abide by NYU's strict installation and configuration standards for all project work. Allied Universal also manages all service requests for the entire 200+ building campus. Requests can vary from a simple camera malfunction to major component or system failure. Service requests can range from 20 to 50+ on a monthly basis. In addition to NYU, Allied Universal supports approximately 20 colleges and universities on the east coast. Further details are available upon request.

Attachment A - Pricing Schedule

Labor Rates (Hourly)			
Personnel	Normal Working Hours	Monday - Friday (5pm-11pm) Saturday (7am-5pm)	Monday - Friday (11pm-7am) Saturday (5pm -) Holidays & Sundays
Serperintendent	\$130.00	\$195.00	\$260.00
Sr. System Engineer	\$140.00	\$210.00	\$280.00
Sr. Project Manager	\$175.00	\$262.50	\$350.00
Technician	\$125.00	\$187.50	\$250.00

Parts and Supplies		
Manufacturer	Product	University Price
AMAG	AM-M2150-2DBC	\$1,136.47
AMAG	AM-M2150-4DBC	\$1,297.06
AMAG	AM-M2150-8DBC	\$2,169.71
AMAG	AMA-820 Proximity Card Reader	\$211.76
AMAG	AMA-830 Mullion Proximity Card Reader	\$211.76
AMAG	AMA-840 Proximity Card Reader	\$385.59
AMAG	EN-LDBU-20K	\$1,078.24
AMAG	M4000 20 Input Controller Board Kit	\$611.47
AMAG	MN-TRANS-75-UL Transformer Multinode 110V/18VAC	\$167.65
Aperio	IN100-C2-7976-PA-GL-26D Mortis Lock	\$734.56
Aperio	AH30 R12 8 (HUBS AH30)	\$257.35
Corbin Russwin	ML20606-TCRNE1 Deadlocking Latch REX	\$1,263.24
Corbin Russwin	IN220 Mortise PoE Lock w/Lever Trim	\$1,662.50
Corbin Russwin	IN120 Mortise Wi-Fi Lock w/ Lever Trim	\$1,553.31
Bosch	DS160 Request to Exit Motion Sensor	\$74.26

Service and Maintenance	
Allied Universal's proposed monthly fee for the Service and Maintenance plan outlined in our response to the Universtity of Mary Washington's Statement of Needs.	\$8,321.53

ATTACHMENT B – REFERENCES

Provide at LEAST 3 references of current or recent past clients, preferably from higher education.

Reference #1	
Agency Name	Dominion Energy
Contact Name	Michael Wisniewski
Email	Michael.Wisniewski@dominionenergy.com
Phone #	(804) 718-8295
# Years w/ Agency	16
Solution Provided	Master Service Agreement - Installations, Service, and Maintenance AMAG access control

Reference #2	
Agency Name	New York University
Contact Name	John Matherson
Email	jm7615@nyu.edu
Phone #	(347) 380-2917
# Years w/ Agency	3
Solution Provided	Master Service Agreement - Installations, Service, and Maintenance Softwarehouse access control

Reference #3	
Agency Name	NTT
Contact Name	Eddie Ankers
Email	eankers@ragingwire.com
Phone #	(703) 840-7708
# Years w/ Agency	7
Solution Provided	Master Service Agreement - Installations, Service, and Maintenance AMAG access control

ATTACHMENT C – SMALL BUSINESS SUBCONTRACTING PLAN

MUST BE COMPLETED AND RETURNED WITH PROPOSAL PACKAGE

All small businesses must be certified by the Commonwealth of Virginia, Department of Small Business and Supplier Diversity (DSBSD) by the due date of the solicitation to participate in the SWaM program. Certification applications are available through DSBSD online at <http://sbsd.virginia.gov>.

DEFINITIONS:

“Micro Business” means a business that is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees and no more than \$3million in average annual revenue over the three-year period prior to their certification.

“Small business” means a business independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of the individual owners shall control both the management and daily business operations of the small business. *Note: DSBSD-certified women- and minority-owned businesses shall also be considered small businesses when they have received DSBSD small business certification. (Code of Virginia, § 2.2-4310)*

“Woman-owned business” means a business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women. *(Code of Virginia, § 2.2-4310)*

“Minority-owned business” means a business that is at least 51% owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals. *(Code of Virginia, § 2.2-4310)*

Bidder Name: _____

Preparer Name: _____ **Date:** _____

INSTRUCTIONS:

- A. If you are certified by the Department of Small Business and Supplier Diversity (DSBSD) as a small business, complete only Section A of this form. This shall not exclude DSBSD-certified women-owned and minority-owned businesses when they have received DSBSD small business certification.
- B. If you are not a DSBSD-certified small business, complete Section B of this form. For the bid to be considered and the bidder to be declared responsive, the bidder shall identify the portions of the contract that will be subcontracted to DSBSD-certified small business in Section B.

ATTACHMENT C (CONT'D)

Section A

If you are certified by the Department of Small Business and Supplier Diversity (DSBSD), are you certified as a:

Check All That Apply: Micro Business Small Business Woman-Owned Business Minority-Owned Business

DSBSD Certification No.: _____ Expiration Date: _____

Section B

Populate the table below to show your plans for utilization of DSBSD-certified small businesses in the performance of this contract. This shall not exclude DSBSD-certified women-owned and minority-owned businesses that have received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

Plans for Utilization of DSBSD-Certified Small Businesses for this Procurement

Small Business Name, Address & DSBSD Cert No.	Indicate if also: Micro (O), Women (W), or Minority (M) Certified	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement During Initial Period of the Contract (%)	Planned Contract Dollars During Initial Period of the Contract (\$)
Axis Global Enterprises, Inc.	(M)	Ross Vierra (757) 989-0718 rvierra@axisge.com	Integrated Security Technology	Efficiency Support	\$10,000
Total Planned Subcontracting Spend (\$)					\$10,000

COMMENTS/REMARKS

ADDITIONAL INSURED AND WAIVER OF SUBROGATION;

General Liability, Auto Liability and Follow Form Excess: Subject to a signed and dated written contract or written agreement that includes an additional insured requirement in favor of the certificate holders, Certificate Holder and Its respective officers, and employees are additional insured, Subject to Blanket Additional Insured Forms, as required by written contract. Blanket Waiver of Subrogation applies to all insurance plans listed as required by written contract.

Insurance Coverage as provided herein is limited to (1) Alarm Installation, Service, Repair or Maintenance, (2) Security System(s) Integration Services, (3) Central Station Monitoring Services or (4) Sale or Distribution of Electronic Security Systems via classcodes 12391, 14913, 91127, 91130, 98111, 18437, 12362, 92478, 99600, 18575, 92478, 91551, 99650

Named Insured Schedule:

Advent Systems, LLC d/b/a Allied Universal Technology Services

Allied Universal Topco, LLC

Intelligent Access Systems of North Carolina, LLC

Intelligent Access Systems of North Carolina, LLC, dba Allied Universal Technology Services

Intelligent Access Systems of North Carolina, LLC, dba Securadyne Systems Mid-Atlantic

Securadyne Systems Intermediate LLC

Securadyne Systems Intermediate LLC, dba Allied Universal Technology Services

Securadyne Systems Texas LLC

Securadyne Systems Texas LLC, dba Allied Universal Technology Services

SFI Electronics, LLC

SFI Electronics, LLC, dba Allied Universal Security Systems

SFI Electronics, LLC, dba Allied Universal Technology Services

SFI Electronics, LLC, dba Universal Protection Security Systems

Surveillance Specialties, Ltd.

Surveillance Specialties, Ltd., dba Allied Universal Technology Services

Surveillance Specialties, Ltd., dba Securadyne Systems Northeast

Universal Protection Security Systems, LP

Universal Protection Security Systems, LP, dba Allied Universal Security Systems

Universal Protection Security Systems, LP, dba Allied Universal Technology Services

Universal Thrive Technologies, LLC

Universal Thrive Technologies, LLC, dba Allied Universal Monitoring and Response Center

Universal Thrive Technologies, LLC, dba Allied Universal Technology Services

Universal Thrive Technologies, LLC, dba Thrive Intelligence

Named Insured:

Allied Universal Topco, LLC

Additional Named Insured:

Advent Systems, LLC

Advent Systems, LLC, dba Allied Universal Technology Services

Allied Security Holdings LLC

Allied Universal Executive Protection and Intelligence Services, Inc.

Allied Universal Holdco LLC

Allied Universal Risk Advisory and Consulting Services, Inc.

AlliedBarton (NC) LLC

AlliedBarton (NC) LLC, dba Allied Universal Security Services

AlliedBarton Security Services LLC

AlliedBarton Security Services LLC, dba Allied Universal Security Services

Apollo Security International, Inc.

First Alarm Security & Patrol, Inc.

First Alarm Security & Patrol, Inc., dba First Alarm

First Alarm Security & Patrol, Inc., dba First Security

First Alarm Security & Patrol, Inc., dba First Security Services

FJC Security Services, Inc.

FJC Security Services, Inc., dba Allied Universal Security Services

Guardsmark (Puerto Rico), LLC

Guardsmark (Puerto Rico), LLC, dba Allied Universal Security Services, LLC

Guardsmark (Puerto Rico), LLC, dba Universal Protection Service, LLC

Intelligent Access Systems of North Carolina, LLC

Intelligent Access Systems of North Carolina, LLC, dba Allied Universal Technology Services

Intelligent Access Systems of North Carolina, LLC, dba Securadyne Systems Mid-Atlantic

Peplemark, Inc.

Securadyne Systems Intermediate LLC

Securadyne Systems Intermediate LLC, dba Allied Universal Technology Services

Securadyne Systems Texas LLC

Securadyne Systems Texas LLC, dba Allied Universal Technology Services

SFI Electronics, LLC

SFI Electronics, LLC, dba Allied Universal Security Systems

SFI Electronics, LLC, dba Allied Universal Technology Services

SFI Electronics, LLC, dba Universal Protection Security Systems

SOS Security LLC

SOS Security LLC, dba Allied Universal Risk Advisory and Consulting Services

SOS Security LLC, dba Allied Universal Security Services

SOS Security LP

SOS Security LP, dba Allied Universal Security Services

Spectaguard Acquisition LLC

Staff Pro Inc.

Staff Pro Inc., dba Allied Universal Event Services

TSI Security LLC

U.S. Security Associates, Inc.

U.S. Security Associates, Inc., dba Allied Universal Risk Advisory and Consulting Services

Universal Building Maintenance, LLC
Universal Building Maintenance, LLC, dba Allied Universal Janitorial Services
Universal Building Maintenance, LLC, dba Allied Universal Landscaping Services
Universal Protection Security Systems, LP
Universal Protection Security Systems, LP, dba Allied Universal Security Systems
Universal Protection Security Systems, LP, dba Allied Universal Technology Services
Universal Protection Service of Canada Corporation
Universal Protection Service of Canada Corporation., dba Allied Universal Security Services of Canada
Universal Protection Service of Seattle, LLC
Universal Protection Service of Seattle, LLC, dba Allied Universal Security Services
Universal Protection Service, LLC
Universal Protection Service, LLC, dba Allied Universal Risk Advisory and Consulting Services
Universal Protection Service, LLC, dba Allied Universal Security Services
Universal Protection Service, LLC, dba Allied Universal Security Services, LLC
Universal Protection Service, LP
Universal Protection Service, LP, dba Allied Universal Risk Advisory and Consulting Services
Universal Protection Service, LP, dba Allied Universal Security Services
Universal Protection Service, LP, dba Allied Universal Security Services, LP
Universal Services of America, LP
Universal Thrive Technologies, LLC
Universal Thrive Technologies, LLC, dba Allied Universal Monitoring and Response Center
Universal Thrive Technologies, LLC, dba Allied Universal Technology Services
Universal Thrive Technologies, LLC, dba Thrive Intelligence

The below entities are included as insureds effective 01/16/2021:

American Security Programs, Inc.
SecurAmerica Corporation
SecurAmerica, LLC
ERMC, LLC
ERMC of America, LLC
Central Defense Services, LLC
Champion National Security, Inc.
Northwest Security Services, Inc.
Mastermind Inc.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS – SCHEDULED PERSON OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Name Of Additional Insured Person(s) Or Organization(s):	Location(s) Of Covered Operations
<p>Blanket Basis – Any entity that the named insured through written contract or agreement agrees to include as an additional insured.</p> <p>Item 4.b. of Section IV – commercial liability conditions is amended by the addition of the following: (3) this insurance is primary and /or non contributory to any coverage afforded to the “additional insured” if a written contract or agreement states the named insured agrees to name a person or entity as an additional insured.</p>	<p>Any</p>
<p>Information required to complete this Schedule, if not shown above, will be shown in the Declarations.</p>	

A. Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by:

1. Your acts or omissions; or
2. The acts or omissions of those acting on your behalf;

in the performance of your ongoing operations for the additional insured(s) at the location(s) designated above.

B. With respect to the insurance afforded to these additional insureds, the following additional exclusions apply:

This insurance does not apply to "bodily injury" or "property damage" occurring after:

1. All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of the additional insured(s) at the location of the covered operations has been completed; or
2. That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS – COMPLETED OPERATIONS

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Name Of Additional Insured Person(s) Or Organization(s):	Location And Description Of Completed Operations
Blanket – As required by written contract or agreement	Any
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.	

Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury" or "property damage" caused, in whole or in part, by "your work" at the location designated and described in the schedule of this endorsement performed for that additional insured and included in the "products-completed operations hazard".

WAIVER OF TRANSFER OF RIGHTS OF RECOVERY AGAINST OTHERS TO US

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART
PRODUCTS/COMPLETED OPERATIONS LIABILITY COVERAGE PART

SCHEDULE

Name Of Person Or Organization:

Any person or organization against whom you have agreed to waive your right of recovery in a written contract provided such a contract was executed prior to the date of loss.

Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

The following is added to Paragraph 8. **Transfer Of Rights Of Recovery Against Others To Us** of Section IV – Conditions:

We waive any right of recovery we may have against the person or organization shown in the Schedule above because of payments we make for injury or damage arising out of your ongoing operations or "your work" done under a contract with that person or organization and included in the "products-completed operations hazard". This waiver applies only to the person or organization shown in the Schedule above.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

POLICY CHANGES

Policy Change
Number

POLICY NUMBER 5200-2784-01	POLICY CHANGES EFFECTIVE 1/1/2021	COMPANY Allied World Surplus Lines Insurance Co.
NAMED INSURED Allied Universal Topco, LLC DBA t/a Allied Universal Technology Services		AUTHORIZED REPRESENTATIVE The Mechanic Group Inc.
COVERAGE PARTS AFFECTED COMMERCIAL GENERAL LIABILITY COVERAGE		

CHANGES SCHEDULE NOTICE OF CANCELLATION

Number of Days of Advance Notice: 30 (For Other Than Non-Payment)
Name of Person or Organization: As Required by written contract Street Address: City, State, Zip Code:
<p>If we cancel this policy we will provide advance notice of the cancellation to the person or organization shown in the SCHEDULE above. The policy period will end on the cancellation date.</p> <p>If we cancel for non-payment we will provide 10 days of advance notice.</p> <p>If we cancel for any other reason, we will provide advance notice allowing the number of days shown in the SCHEDULE above.</p> <p>If the person or organization in the schedule above is a named insured and the Number of Days of Advance Notice shown above is less than the number of days required by the state in Item 1 of the Declarations, then the number displayed there is amended to be equal to the requirement in that state.</p> <p>If Notice of Cancellation is mailed, proof of mailing to the address shown in the SCHEDULE above will be sufficient proof of notice.</p>

Authorized Representative Signature

WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

This agreement shall not operate directly or indirectly to benefit anyone not named in the Schedule.

Schedule

Any person or organization where waiver of our right to recover is required by written contract with such person or organization provided such contract was executed prior to the date of loss.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective
Insured
Allied Universal Topco, LLC
Insurance Company
XL Insurance America, Inc.

Policy No.
RWD3001203-05

Endorsement No.
Premium Included

Countersigned by _____

WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

This agreement shall not operate directly or indirectly to benefit anyone not named in the Schedule.

Schedule

Where required by written agreement signed prior to loss.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective
Insured
Allied Universal Topco, LLC
Insurance Company
XL Insurance America, Inc.

Policy No.
RWR3001204-05

Endorsement No.
Premium Included

Countersigned by _____

ENDORSEMENT #

This endorsement, effective 12:01 a.m. forms a part of

Policy No. RWD3001203-05 issued to Allied Universal Topco, LLC
by XL Insurance America, Inc.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

This endorsement modifies insurance provided under the following:

WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY INSURANCE POLICY

In the event coverage is cancelled for any statutorily permitted reason, other than nonpayment of premium, advanced written notice will be mailed or delivered to person(s) or entity(ies) according to the notification schedule shown below:

Name of Person(s) or Entity(ies)	Mailing Address:	Number of Days Advanced Notice of Cancellation:
Per the most current schedule maintained by Marsh USA Inc. and furnished to AXA XL no less than 45 days prior to the effective date of the cancellation.		30

All other terms and conditions of the Policy remain unchanged.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective Insured
Allied Universal Topco, LLC
Insurance Company
XL Insurance America, Inc.

Policy No.
RWD3001203-05

Endorsement No.
Premium\$ Included

Countersigned by _____

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED

This endorsement modifies insurance provided under the following:

- BUSINESS AUTO COVERAGE FORM
- MOTOR CARRIER COVERAGE FORM
- AUTO DEALERS COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by the endorsement.

Schedule

Additional Insured(s)	Work
Any person or organization you have agreed to include as an additional insured under written contract, provided such contract was executed prior to the date of loss.	All Operations

COVERED AUTOS LIABILITY COVERAGE, Who Is An Insured, is amended to include as an "insured" the person or organization listed in the Schedule above, but only with respect to liability for "bodily injury" or "property damage" otherwise covered under this policy caused, in whole or in part, by the negligent acts or omissions of:

1. You, while using a covered "auto"; or
2. Any other person, except the additional insured or any employee or agent of the additional insured, operating a covered "auto" with your permission;

in the performance of your work as described in the Schedule above.

In no event shall any person or organization listed in the Schedule become an "insured" pursuant to this Endorsement if such person or organization is solely negligent.

IT IS FURTHER AGREED THAT IN NO EVENT SHALL ANY CONTRACT OR AGREEMENT ALTER THE CONDITIONS, COVERAGES OR EXCLUSIONS SET FORTH IN THIS POLICY.

All other terms and conditions of this policy remain unchanged.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

WAIVER OF TRANSFER OF RIGHTS OF RECOVERY AGAINST OTHERS TO US (WAIVER OF SUBROGATION)

This endorsement modifies insurance provided under the following:

- AUTO DEALERS COVERAGE FORM
- BUSINESS AUTO COVERAGE FORM
- MOTOR CARRIER COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by the endorsement.

This endorsement changes the policy effective on the inception date of the policy unless another date is indicated below.

Named Insured: ALLIED UNIVERSAL TOPCO, LLC
Endorsement Effective Date: January 1, 2021

SCHEDULE

Name(s) Of Person(s) Or Organization(s): Any person or organization where waiver of our right to recover is required by written contract with such person or organization provided such contract was executed prior to the date of loss.
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

The **Transfer Of Rights Of Recovery Against Others To Us** condition does not apply to the person(s) or organization(s) shown in the Schedule, but only to the extent that subrogation is waived prior to the "accident" or the "loss" under a contract with that person or organization.

ENDORSEMENT #

This endorsement, effective 12:01 a.m., January 1, 2021 forms a part of
Policy No. RAD943781804 issued to ALLIED UNIVERSAL TOPCO, LLC
by Greenwich Insurance Company.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

In the event coverage is cancelled for any statutorily permitted reason, other than nonpayment of premium, advanced written notice will be mailed or delivered to person(s) or entity(ies) according to the notification schedule shown below:

Name of Person(s) or Entity(ies)	Mailing Address:	Number of Days Advanced Notice of Cancellation:
Per the most current schedule maintained by Marsh USA, Inc. and furnished to AXA XL Insurance no less than 45 days prior to the effective date of cancellation.		30

All other terms and conditions of the Policy remain unchanged.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

DESIGNATED INSURED FOR COVERED AUTOS LIABILITY COVERAGE

This endorsement modifies insurance provided under the following:

- AUTO DEALERS COVERAGE FORM
- BUSINESS AUTO COVERAGE FORM
- MOTOR CARRIER COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by this endorsement.

This endorsement identifies person(s) or organization(s) who are "insureds" for Covered Autos Liability Coverage under the Who Is An Insured provision of the Coverage Form. This endorsement does not alter coverage provided in the Coverage Form.

This endorsement changes the policy effective on the inception date of the policy unless another date is indicated below.

Named Insured: ALLIED UNIVERSAL TOPCO, LLC
Endorsement Effective Date: January 1, 2021

SCHEDULE

Name Of Person(s) Or Organization(s): Where required by written contract executed prior to loss.
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

Each person or organization shown in the Schedule is an "insured" for Covered Autos Liability Coverage, but only to the extent that person or organization qualifies as an "insured" under the Who Is An Insured provision contained in Paragraph **A.1.** of Section **II** – Covered Autos Liability Coverage in the Business Auto and Motor Carrier Coverage Forms and Paragraph **D.2.** of Section **I** – Covered Autos Coverages of the Auto Dealers Coverage Form.

ENDORSEMENT #002

This endorsement, effective on January 1, 2021 at 12:01 A.M. standard time, forms a part of
Policy No. RAD943781804 of the Greenwich Insurance Company
Issued to ALLIED UNIVERSAL TOPCO, LLC

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – PRIMARY AND NON CONTRIBUTORY

This endorsement modifies insurance provided under the following:

BUSINESS AUTO COVERAGE FORM
MOTOR CARRIER COVERAGE FORM
AUTO DEALERS COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by the endorsement.

SCHEDULE:

Any person or organization with whom you have agreed to include as an additional insured under written contract provided such contract was executed prior to the date of loss.

COVERED AUTOS LIABILITY COVERAGE, Who Is An Insured, is amended to include as an “insured” the person or organization listed in the Schedule above, but only with respect to liability for “bodily injury” or “property damage” otherwise covered under this policy caused, in whole or in part, by the negligent acts or omissions of:

1. You, while using a covered “auto”; or
2. Any other person, except the additional insured or any employee or agent of the additional insured, operating a covered “auto” with your permission;

in the performance of your work as described in the Schedule above.

Section IV – Business Auto Conditions, B General Conditions, 5. Other Insurance is amended to add the following for the Additional Insured named in this endorsement only. This insurance is primary and will not seek contribution from any other insurance available to the additional insured. This is subject to the additional insured being a named insured under such other insurance and you have agreed in writing in a contract or agreement that this insurance would be primary and would not seek contribution from any other insurance available to the additional insured.

In no event shall any person or organization listed in the Schedule become an “insured” pursuant to this Endorsement if such person or organization is solely negligent.

IT IS FURTHER AGREED THAT IN NO EVENT SHALL ANY CONTRACT OR AGREEMENT ALTER THE CONDITIONS, COVERAGES OR EXCLUSIONS SET FORTH IN THIS POLICY.
All other terms and conditions of this policy remain unchanged.

Authorized Representative

ADDENDUM
November 1, 2021

ADDENDUM NO. 1 TO ALL OFFERORS:

Reference – Request for Proposals: RFP 22-1291: Access Control System Integrator Services & Support
Date Issued: October 20, 2021
For Delivery to: University of Mary Washington, Commonwealth of Virginia
Proposal Due Date: Wednesday, November 17, 2021 at 2:00 PM EST

This addendum consists of one (1) page.

Pre-Proposal Conference Location:

University of Mary Washington
Hurley Convergence Center, Room 210
1301 College Avenue
Fredericksburg, VA 22401

Page 2; Section II; Pre-Proposal Conference; a:

a. No attendee will be permitted access to the conference after **10:00 AM**.

END OF ADDENDUM NO. 1

Lindsay Fare
Contract Officer
Procurement Services
University of Mary Washington
Phone: 540-654-1057

RFP 22-1291 Addendum No. 1 (and all addenda) should be acknowledged and included in the RFP submittal package.

NAME OF OFFERING FIRM: Allied Universal Technology Services

NAME OF OFFEROR REPRESENTATIVE: Dave Messick

OFFEROR SIGNATURE: 

DATE: 11/22/2021

ADDENDUM
November 15, 2021

ADDENDUM NO. 2 TO ALL OFFERORS:

Reference – Request for Proposals: RFP 22-1291: Access Control System Integrator Services & Support
Date Issued: October 20, 2021
For Delivery to: University of Mary Washington, Commonwealth of Virginia
Original Proposal Due Date & Time: Wednesday, November 17, 2021 by 2:00 PM EST

This addendum consists of four (4) pages.

NEW Proposal Due Date & Time: **Monday, November 22, 2021 by 2:00 PM EST**
**If you have already shipped your proposal, you can retract it and resubmit a new proposal.*

D. Delivery Schedule: Proposals that are hand delivered shall be accepted during the following dates and times. If an earlier date and time is preferred, the Offeror shall contact the Contract Officer via email at lfare@umw.edu to schedule delivery.

Date	Time
November 18, 2021	Any time between 10:00 AM and 2:00 PM
November 22, 2021	Any time between 10:00 AM and 2:00 PM

Questions from Offerors:

1. Will the vendor be required to keep equipment in stock?

The contracted vendor should have the readers in stock, but we are not requiring them to keep stock of other equipment with a value over \$800.00. Anything under that price point should be in stock. It would be helpful to know lead times when equipment is needed due to the current supply chain issues.

2. Are there any other systems being used on campus, or is the entire campus using AMAG?

The entire campus is using the AMAG system.

3. Do you see the potential to move away from AMAG?

The budget for the next 5-10 years would probably not support a move from AMAG.

4. What is the current key system?

The current key system is card swipes.

5. In regards to response times, how are calls initiated?

The University works directly with the integrator.

6. Is there any sort of frequency that you expect a service technician on campus?

It would be best if a technician could come out about 8 hours a month.



7. What type of warranty are you looking for as far as labor is concerned?

We are looking for at least a one-year warranty.

8. Do we have records of when equipment was installed?

We have records of when equipment was replaced. For the key systems, we can always look those up by serial number if needed.

9. What version of AMAG are we currently running?

We are currently running 9.2 on the main campus. Dahlgren is running version 8.

10. Are you currently experiencing any issues with the system?

The original installation took place about 20 years ago. The issue we run into from time to time is that it is difficult to get replacement parts.

11. What systems does AMAG currently integrate to at the University?

Banner currently integrates to AMAG and AMAG to key systems.

12. Are Dahlgren and the Main Campus connected?

They are run on the same network but they are two completely different systems.

13. Do you require integrators to be ASSA ABLOY certified?

If the integrator is installing the hardware, then they should be certified.

14. If a vendor has suggested technology, can they bring this on campus?

Any hardware or software being suggested should be brought on campus to be tested.

15. Is this RFP intended to be a single award or multiple award?

The intention is that this will be a single award.

16. At the pre-bid it was said that you are using Medeco and Corbin for hardware. Is the bidder of this RFP going to be the one that provides and installs these? If so, what certifications are you expecting? Who is responsible for the keying of these? If bidder is not the one providing these, who is?

Medeco will supply and key all new construction. Corbin are primary, but we do have Sargent and other hardware. You will be required to install these only if the access control hardware has it integrated into the lock but keying will be done in house. Certifications would be required for all the hardware we currently have on campus. Example would be Aperio wireless locks in Jepson and IN locks that are installed in Virginia. All keying will be completed by our locksmith shop.

17. In Section VII; Statement of Needs, it states that the contractor must provide an adequate number of spare parts to minimize downtime. What particular parts are we to make sure we have and what quantities are you expecting us to have on hand of these? Is there a threshold for what parts may cost that we must keep on hand? Is there a place on campus that these should be kept or are they to be kept at the contractor's shop? Do you have manufacture and part numbers for these? Say things under \$500.00?

Currently we maintain attic stocks for most parts. What we are looking for in this situation is items that will fail and need to be replaced in an urgent manner. For example, if a reader fails in a critical location it needs to be replaced quickly. Most of the time we will have the part, but if we do not have it we will



1301 College Avenue
Fredericksburg, VA 22401-5300
adminfinance.umw.edu/procurement

Tel: (540) 654-1127
Fax: (540) 654-1168
procure@umw.edu

need a short period of time. We do not expect the company awarded the contract to Maintain a stock 8DBC 2150 for example.

18. For the Parts and Supplies portion of Attachment A on the bid, what items or manufactures would you like us to list and give the investment for? Do you have a list that we can use of these so we are all on the same page?

The following would be a good guide:
AM 820/830/840-CG S820 Proximity Reader
Aperio IN 100 series locks
Aperio Hubs AH-30
Corbin Russwin IN 220
Corbin Russwin IN 120

19. With the current supply chain issues that are going on, how do we incorporate price increase from the manufacturers to us into the agreement? Many of our various manufacturers have already had two or more increases already. They have already said to expect more due to the longevity of the anticipated issues with shipping, chip sets and availability.

Yes, we have been informed that we will be paying surcharges. In the event that this is the case, we would need something from the manufacturer so we know it is valid.

20. Out of the original install of 20 years ago, how many boards would you say there are that are not currently compatible and will need replaced throughout the campuses? As the contractor for this RFP, are we the responsible party to obtain the new boards and install them? Who makes the decision to replace and with which boards?

Probably 11 of the original AMAG 2 and 4 DBC. We are hoping to come up with funding to replace them at one time, but for now they will need to be replaced as they fail.

21. At the pre-bid it was stated that Dahlgren campus is still on version 8 of AMAG. Are you going to migrate that to the most current version and when do you expect that will be needed to take place?

We had planned on doing the summer after COVID hit. It is currently on hold until we get approval for funding. We are hoping next summer, but with the Director of Safety currently vacant any answer I give would be speculation.

22. Are there any of the various AMAG Symmetry modules that are available that UMW does not use at this time? If so, what are they?

We have a vanilla install. There are no extra modules like video etc. We do have integration with Banner that passes access groups and time codes.

23. If our bid is accepted, when will the contract go into effect for the first year?

Our current contract expires on April 5, 2022. We plan to award in the January/February timeframe with a contract start date of April 5, 2022.

24. Is there a list of all of the attendees that were at the pre-bid that can be sent out or published?

The list of attendees will be attached to the official addenda that will be posted by Friday, November 12th.

25. Is the AMAG SSA up to date and or do I need to include annual pricing in my bid package?

The AMAG SSA is current. The next date will be 10/1/2022. This will need to be included yearly.

26. If I submit a bid do I include a (1) one-year pricing proposal and UMW will decide each additional year to renew with "said" integrator?

A one-year pricing proposal will be fine.

27. Who services the emergency phones on campus? Should it be included in the project or is that handled by life safety/ fire company?

Currently this is serviced by the University.

28. During the pre-bid someone did ask the question about the parts and supplies section of the pricing schedule Attachment A: what did you want to see there? Spare parts minus discount?

We would like to see the expected cost. We do realize with the current circumstances these prices are changing as some companies are adding surcharges.

29. Could you clarify the University's request to provide a cost for a "test" system? Exactly what do you want included in the test system?

For the test system, we would envision a setup with a single server that would emulate each piece of the Access system including an Aperio setup, IN120/220 locks with DSR, and other AMAG pieces. Ideally it would be something sort of mobile to also be able to show off as required for what we have in place.

END OF ADDENDUM NO. 2

Lindsay Fare
Contract Officer
Procurement Services
University of Mary Washington
Phone: 540-654-1057

RFP 22-1291 Addendum No. 2 (and all addenda) should be acknowledged and included in the RFP submittal package.

NAME OF OFFERING FIRM: Allied Universal Technology Services

NAME OF OFFEROR REPRESENTATIVE: Dave Messick

OFFEROR SIGNATURE: 

DATE: 11/22/2021

RFP 22-1291: Access Control System Integrator Services and Support
Mandatory Pre-Proposal Conference
November 3, 2021
Sign-In Sheet

Joe Messick

Name	Company	Phone	Email	Signature
Abby Quinn	MCA (Previously S3 Integration)	703-795-1769	abbyquinn@callmc.com	<i>Abby Quinn</i>
Ardell Adkins	National Security & Door Corporation	804-745-4936	aadkins@nsandd.com	<i>Ardell Adkins</i>
Brendan Peterson	Convergint	540-935-9159	brendan.peterson@convergint.com	<i>Brendan Peterson</i>
Chris Cash	University of Mary Washington	540-654-1579	ccash@umw.edu	<i>Chris Cash</i>
Darrell Mack	Deltacom Security	703-951-3908	darrell@deltacomsecurity.com	<i>Darrell Mack</i>
Dave Messick	Allied Universal Technology Services	410-404-7429	david.messick@aus.com	<i>Dave Messick</i>
David Dean	University of Mary Washington	540-654-5985	ddean@umw.edu	<i>David Dean</i>
David Toth	National Security & Door Corporation	804-745-4938	dtoth@nsandd.com	<i>David Toth</i>
Doug Scarborough	Baldino's Electronic Security	703-626-7083	dscarborough@baldinos.com	<i>Doug Scarborough</i>
Jay Wallace	Express-Tek	540-752-6691	jwallace@express-tek.com	<i>Jay Wallace</i>
Jeff Lancaster	APV	804-212-6300	jlancaster@apva.com	<i>Jeff Lancaster</i>
Kelly Samuels	University of Mary Washington	540-654-1643	kernst@umw.edu	<i>Kelly Samuels</i>
Lee Beale	Security 101	804-977-1768	lbeale@security101.com	<i>Lee Beale</i>
Lindsay Fare	University of Mary Washington	540-654-1057	lfare@umw.edu	<i>Lindsay Fare</i>
Matt Fisher	Convergint	804-467-7906	matt.fisher@convergint.com	<i>Matt Fisher</i>
Matt Wilson	Active Security	202-897-6460	matt.wilson@asc-defense.com	<i>Matt Wilson</i>
Mike Shaner	CTSI	856-305-5385	mshaner@ctsi-usa.com	<i>Mike Shaner</i>

Name	Company	Phone	Email	Signature
Nelson Perrin	Acme Technical Group, LLC	804-304-6610	n.perrin@acmetechnicalgroup.com	
Nicole Barch	Integrated Security Technologies, Inc.	804-615-7336	nbarch@istonline.com	
Ronnie Allon	Smart Shield Solutions LLC	571-357-2747	ronnie@fastlocksmitdhc.com	
Ross Ritenour	Express-Tek	540-419-4975	rrittenour@express-tek.com	
Scott Childress	National Security & Door Corporation	804-745-4937	schildress@nsandd.com	
Scott Darden	Johnson Controls Security Solutions	804-727-2931	scott.darden@jci.com	
Tony Greene	Burtel Security & Fire Systems	703-461-8100	tonyg@burtel.com	
Matthew Pitts	Acme Technical Group, LLC	571-335-6808	mopitts@acmetechnicalgroup.com	
William Deutsch	Richmond Security, Inc	804-400-7054	wdeutsch@richmondsecurity.com	
Sidney Colever	VMW Access Control	540-694-1413	scolver@vmw.com	
Nathan Jenkins	Smart Shield Solutions	703-495-4929	njinks2k20@smartshield.com	
TOPP BRITT	Integrated Security Technology	804-571-8743	twright@istonline.com	
Nicole Barch	Integrated Security Technology	804-615-7336	nbarch@istonline.com	

Joe M. [Signature]