

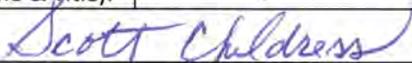
**SEALED REQUEST FOR PROPOSAL (RFP)**

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

<b>Name of Offering Firm:</b>		National Security & Door Corp.	
<b>Address of Offering Firm:</b>		8142 Hull Street Road	
<b>DSBSD Certification No.:</b>	694437	<b>Expiration Date:</b>	09-29-2022
<b>eVA ID:</b>	VA10051692	<b>Tax ID:</b>	27-3420354
<b>Email:</b>	sales@nsandd.com	<b>Telephone:</b>	(804) 745-4936
<b>Website:</b>	http://www.nsandd.com	<b>Fax:</b>	(804) 745-5085
<b>Submitted By (Print Name &amp; Title):</b>		Scott Childress, President	
<b>Signature (In Ink):</b>		<b>Date:</b>	11/19/21

## Executive Summary and Narratives

## **Section VI, B, 2a – Capability**

Both Dick Childress and Scott Childress graduated college in 1976 - Dick from University of Richmond and Scott from Virginia Tech. Dick started a teaching career, later moving into the locksmith trade, while Scott began a career in business. In 1981, they reunited to form National Key & Lock Security. The primary focus of the business evolved as it expanded its products and services over the years. At first it was a “locksmith” business, as defined by the times, and worked primarily in the residential and small commercial markets. In part due to embracing electronic security early in National Key & Lock’s development, we became seasoned locksmith professionals – but realized we needed to branch out from just locks and keys. An opportunity to purchase a commercial door company named Basic Products was acted on in December of 2006 and National Key & Lock became a more complete door and hardware provider, now working in the contract door and hardware sales arena. Equipped with a complete hollow metal fabrication shop, NSD soon added aluminum storefront to its door offerings. As NSD was already deeply involved in the fast-changing access control and electronic security markets, it was not long before the automatic doors and low energy operators were added to the door side of the business. Our goal then, as it remains now, was to be a one-stop solution for the security needs of our customers.

In 2010, the business name was changed to National Security & Door Corp. to better reflect what the business had grown into. We deal directly with many of the industry’s manufacturers to procure the products we use every day. In 2017, National Security & Door entered a competitive application with The Commonwealth of Virginia’s Office of Economic Development for selection into a state-sponsored, targeted training initiative based on the Baldrige Excellence Framework. NSD was chosen as one of six companies in the state of Virginia to participate in the Senate Productivity and Quality Award Program “Ones to Watch”.

During the Baldrige business training, we began to articulate and develop what would become our current mission statement: “Focus on life safety, security, and functionality within the commercial door, hardware, and electronic security

marketplace”. This mission statement acts as a filter that we use to evaluate all product and service offerings. The goal is to provide informed security suggestions to potential customers, which will prepare them for today’s and tomorrow’s security requirements. We have coined a certain phrase internally: “Buy Forward approach”. Developing a long-term security goal, and then developing a strategy to incrementally invest in products and projects that build on that investment, are the foundation of the Buy Forward approach.

Also in 2017, National Security & Door received the first of two patents pertaining to the development of “chain resistant” door hardware used in commercial security door applications; with a second patent received in 2019. We have developed solutions for “assembly area local lockdown,” as well as “safe space creation” for smaller areas such as classrooms. **For information on all of these solutions, please see the supplemental literature attached to this proposal.**

Our origin of providing “locksmith” services has grown with us. Our field technicians cross-train to be complete “security technicians”. Today, the need for security technicians is greater than ever. To best serve the security needs of today, the service provider must understand the integrated workings of all security components: locks, doors, keys, ADA low energy operators, electronic locking systems, and the computer that controls said systems. National Security & Door provides this service and will continue to stay abreast of the changing security needs in today’s environment. National Security & Door will also continue to innovate and provide the security industry with security solutions that solve today’s security challenges, while maintaining life safety, security, and functionality as per our mission statement.

A key part of our business philosophy is the concept of an *Integrated Security Opening Assembly* (ISA). An Integrated Security Opening Assembly is an assembly of integrated mechanical and electrical components which operate within an Access Control System to ensure layered physical, visual, and virtual security. These components include frames, doors, architectural-grade latching and closing hardware, high-security keys and restricted keyways, security and bullet-resistant glazing, motion

and presence detection, door positioning hardware, automatic opening/sliding devices, Active Shooter Detection, emergency lockdown (education and government application), Concealed Weapon Detection System, advanced camera analytics, and intercom systems. This configuration approach combines physical hardware with ultra-modern technologies and analytics to provide a complete turnkey security solution. The combination of components can be customized to suit all levels of desired security.

National Security & Door has been active in the educational markets, both K-12 and higher learning, since the late 1980s. Chesterfield County Public Schools was our first breakthrough into serving the educational community. Recently, we completed a million-dollar “door security hardware upgrade” with Chesterfield County at fifty county schools, creating chain-resistant openings for over 800 exterior openings. We also completed a project at two Prince William County high schools, providing new aluminum doors equipped with the National Security & Door -designed antimicrobial chain-resistant pull distributed by Trimco. This design provides 100% ingress at a secure opening, resistant to being impeded by chaining. **A cut sheet for this pull as well as information on the antimicrobial alloy can be found on Page 43 and Page 44.** These projects often incorporate the installation of mechanical and electronic hardware, glazing products, and master key system maintenance for the new hardware installations.

Interior opening security for office and classrooms is also an area of focus for National Security & Door. We have collaborated with lock manufacturer Schlage to develop a “Safe Space” mortise indicator lock. This lock was installed extensively throughout Campbell County Schools as well as Tidewater Community Campus locations, providing superior classroom lockdown capabilities. Use of the mortise indicator lock, in conjunction with the proper electric strike for access control, provides a mechanical and electrical redundancy which is a major step forward in lockdown security. This type of security concern is present at every level in the educational market, and National Security & Door has been a pioneer bringing it into the marketplace. **For information on our Safe Space indicator lock, please see the supplemental literature attached to this proposal.**

Of particular note, we took on a new challenge with a lockdown security upgrade project at Virginia Commonwealth University. This project involved larger lecture halls with multiple entrances operated by electronic exit device hardware. The goal was to create an independent “assembly area lockdown” function, while empowering individual occupants at the area of conflict with the means to independently lock down their space, with one action from a device located on board the exit devices. With the system developed by National Security & Door, one activation is needed to lock down all exit devices at each opening, and each device has a visual indicator on board to confirm the lockdown status. This independent system can also integrate with traditional access control systems if desired. **For more information on the Assembly Area Lockdown system, please see the supplemental literature attached to this proposal.**

In 2021, National Security & Door spearheaded the first Active Shooter Detection system in the Commonwealth of Virginia at the Oliver Hill Courthouse in Richmond. This project was accomplished in partnership with Databuoy, to offer indoor & outdoor shot detection as well as mobile panic buttons for key emergency personnel. Following our work on this project, NSD received the opportunity to design and build a Security Screening configuration at the Chesterfield County Courthouse. This was comprised of bullet resistant glass and fiberglass panels, as well as an in-house-designed Emergency Detainment System, which allows security personnel to combat flight risks and/or other emergency scenarios as needed.

As an AAADM-certified business, National Security & Door offers sales, installation, and service for automatic doors and ADA handicap door operators. We program and install these devices to work with existing access control systems to provide secure, hands-free operation. We can also handle the integration of independent control boards into the system, when necessary, to “marry” the operator to a specific access control system when either component is missing desired functionality capability. While the above-mentioned services are of a more specialized nature, we also provide a more basic menu of locksmith services to customers daily. Our staff of technicians varies

in the level of expertise required to perform security technician duties. We are constantly cross-training and educating our security technicians to meet growing demands for the security industry's need for one-stop solution providers.

## **Section VII, Subsection A – Maintenance and Support**

With regards to this section, there are several points we must address. First, we would like to work with Mary Washington to clearly define what constitutes an emergency, and establish which University employees are qualified to make that distinction when requesting service. We believe that establishing a clear chain of command with regards to which University employees are permitted to issue work orders and request emergency services would be beneficial to both Mary Washington and NSD. We have encountered situations previously where customers requested “emergency services,” which could have realistically been addressed on the next business day and were subsequently billed at a higher rate; this is almost always a result of not having an established chain of command as well as miscommunication about what constitutes an emergency. Customers who have one or two assigned Points of Contact authorized to issue work orders to NSD are often able to communicate much more clearly what service is needed and what specific components are experiencing issues; this leads to faster resolution since our technicians are more empowered to arrive on-site with correct knowledge and preparation to resolve the customer’s issue.

In terms of response time, we are including with our Pricing Schedule a list of our response times, organized per Mary Washington’s terminology. We define “response” as an acknowledgement of service order request/work order.

During normal business hours (8am – 4:30pm Mon-Thurs, 8am – 1:30pm Friday), incoming phone calls for service will be answered in the order they are received by office personnel. Callers may submit maintenance or service call requests by calling NSD’s phone number (804) 745-4936 during normal business hours. When submitted by email during business hours, service order requests will receive a same-day response.

Outside of normal business hours, callers will be prompted to leave a voicemail if they need emergency service. There will not be a live employee to answer incoming phone calls outside of normal business hours. NSD’s phone service will redirect the voicemail to the Dispatcher and the Service Manager once it has been recorded. Once the emergency voicemail has been redirected, the Dispatcher or the Service Manager

will reach out to the caller to coordinate emergency service if possible. NSD's phone number (804) 745-4936 should also be used to leave emergency service voicemail requests.

Emergency service may be contingent on workforce availability and availability of necessary components to perform service. Any instance of work outside of normal operation is considered a Non-scheduled Service Call or an Emergency Service Call and may incur a mobilization fee. Mobilization is defined as the process of a technician becoming service-ready by retrieving the appropriate tools and equipment to diagnose or repair an issue.

All remote support provided by NSD during business hours is free of charge; UMW may call-in and request remote support from our IT department without incurring labor charges. Additionally, we would like to work with Mary Washington to provide a base level of training for on-site personnel to empower them to perform basic troubleshooting and, if possible, find temporary solutions to emergency situations so that the University is at least secured until NSD can arrive on-site.

With regards to working with UMW to "determine an appropriate list of parts and create a spare parts inventory" – we understand that at this time there is no on-site storage for this inventory. Requiring technicians to first stop at the NSD warehouse to retrieve the appropriate parts, particularly outside of normal business hours, may also impact response times for certain service.

With regards to "an end-to-end full line inspection," please note our reference to a Door Survey on the following page. This level of service is utilized by NSD with a number of our clients who have a larger number of openings maintained in their security openings scope. A sample door survey page has been included on Page 40.

## **Section VII, Subsection B – Warranties, C- System Expansion, D - System Hardware/Software Upgrades**

We would like clarification as to whether NSD is to assume the role of door supplier as well as key/cylinder provider, as well as assume the role of locksmith. As currently phrased in Section VII, subsection A, point B, it appears that this is what is expected. While we feel comfortable assuming that role for UMW, we would just like clarification as to whether our interpretation is correct.

Additionally, door operators and automatic doors are not listed in Section VII, subsection B, but NSD could provide and service those as well.

A *Door Survey* for each building throughout the University's area of operation will be conducted and compiled into a comprehensive report. The report serves as a living document which details specific information about each opening such as manufacturer, model, finish, function, keying, existing condition, work performed, and fire rating. Each opening within the report includes (2) pictures; (1) of its interior and (1) of its exterior profile which fully captures a standardized level of detail as well as a visual and written comparative reference. Similarly, we conduct annual fire door inspections and repairs per NFPA80: Standard for Fire Doors and Other Opening Protectives which will also yield report proving compliance.

With respect to system expansion opportunities – building on the Door Survey as mentioned in the previous paragraph, NSD would hope to evaluate the current system design in regard to electrical locking hardware, locking power supplies, and enclosures used for system controllers and power sources. Additionally, reader technology upgrades are worth considering, as well as use of “centralized power” concept to create a more easily serviced access control system. Consideration should be given to creating a “fail secure” system by using the proper electrical hardware options. We recognize the college's desire to standardize components as well as consider using components that will complement the “buy forward” approach briefly mentioned in the opening Executive Summary narrative.

NSD will provide warranty for all materials furnished by NSD as well as the labor to install or service those materials and components. However, we are unable to provide

a warranty on any material not furnished by NSD. In Section VII, subsection D, UMW notes that “UMW reserves the right to purchase the equivalent hardware itself rather than from the Contractor, in order to ensure the most cost-effective purchase.” While we understand UMW’s budget concerns and desire to make cost efficient purchasing decisions, such a practice may be counterintuitive to producing effective results, as there is no guarantee that “equivalent” hardware could integrate into existing opening assemblies. This could lead to total inability to install or service provided material. Should NSD be called out to service or install components that were improperly supplied, UMW would incur a mobilization charge to offset the costs of labor and travel.

### **Section VII, Subsection H – Contractor Qualifications**

While NSD does not have three years’ experience as an AMAG Integrator, as requested in the RFP, we have been in the business of servicing and installing open architecture, stand-alone, and, most recently, cloud-based access control systems. We have a wealth of experience with various access control providers. We have found, in our experience, that while the specific software differs from provider to provider, the hardware components as well as installation requirements are very similar.

One of the more prominent challenges in electronic security applications, be it access control of video, is the existing client network design and internal IT network support. The partnership between the NSD internal IT team and the client IT team will help to clearly communicate what exists, what is desired, and what will be needed to achieve these common goals based on whatever limitations present themselves on either side of the system design. Are there internal network challenges or security systems design limitations that need to be worked out? This is an aspect of security systems that is truly unique in nature. For certain customers, NSD can manage everything from the door to the computer, while working to also utilize existing hardware and prepare for the customer’s desired expansion plans. Because of our length of experience in the access control field, we are also called in to provide partial system buildouts for many different access control brands. In these subcontractor relationships with a number of state-wide integrators, we are requested to provide everything from locking hardware

installation to a more complete systems components installation, from the opening location to the head-end room where the “general contractor” integrator handles software programming and customers’ direct contact system design expectations.

For these reasons, we are confident that despite having less than the desired length of time as an AMAG Integrator, NSD is qualified and prepared to provide UMW with quality access control service.

We have attached our most recent AMAG Reseller certificate as proof of good standing on Page 38.

### **Section XI, Subsection B – Additional Goods and Services**

With regards to additional goods and services, we have included an expanded services section and a pricing structure (organized by VASCUPP region) that includes our four labor service types. Those service types would be utilized in the performance of the mentioned expanded services. The expanded services section can be found on Page 24.

### **Section XII, Method of Payment**

If the “Small Purchase Charge Card” is used, a 3.5% surcharge will be applied to the total invoiced billing amount.

NSD’s preferred method of payment would be “Check or ACH,” with terms Net 30 days from invoice date, pursuant to agreement of satisfactory completion of project at hand.

RFP Attachments A - C

**ATTACHMENT A – PRICING SCHEDULE**

Fill in and submit the following pricing table based on your rates for labor, parts and supplies. Please disclose all other potential additional costs in the "Other Pricing" box listed below.

<b>LABOR RATES</b>		
<b>Personnel</b>	<b>Normal Working Hours</b>	<b>Overtime/Weekend/ Holiday/Emergency Hours</b>
Supervisor	\$115.00 /hour	\$172.50 /hour
Laborer	\$103.50 /hour	\$155.25 /hour
	\$ /hour	\$ /hour
	\$ /hour	\$ /hour

<b>PARTS &amp; SUPPLIES</b>				
<b>Manufacturer</b>	<b>Product Line</b>	<b>List Price</b>	<b>% Discount Off</b>	<b>University Price</b>
		\$	%	\$
<b>See Page 23</b>		\$	%	\$
		\$	%	\$
		\$	%	\$

<b>OTHER PRICING</b>	
<b>Credit Card Processing Fees</b>	<b>3.5 %</b>
	\$
	\$
	\$
	\$

Please note: on Expanded Pricing Sheet, "Supervisor" = "Master Tech"; "Laborer" = "Assistant"

## Attachment A: Expanded Pricing Schedule

We offer the following interpretation of the distinctions between the three service levels. For this discussion we are using the service names and order that appears on the pricing sheet.

We have used service response time to differentiate between the service types. This approach provides a level of expectation for how soon the services are to be provided.

### Price Group A – Mary Washington University

1. **Emergency Services**
  - a. Response to documented work order within 4 hours maximum
  - b. “Boots on the ground” within 12 hours maximum
2. **Non-Scheduled Services - "Non-Emergency"**
  - a. Response to documented work order within 8 hours or next business day
  - b. “Boots on the ground” to be determined by request
3. **Scheduled Services - "Scheduled Time Frame Calls"**
  - a. Response to documented work order within 8 hours or next business day
  - b. “Boots on the ground” determined by availability

The means for evaluating cost for services will fall into one of two methods. First is “Time and Material” the second being “Valued - Project Cost Quote”.

The “Time and Material” method applies to work requests that are smaller in scope and require a minimal time investment to completion. Examples may be lock repairs/replacements, small keying jobs, making keys, door closer adjustment/replacements etc. Time and Materials jobs may fall into any combination of “Service Work Type”, “Defined Service Type” and “Billing Rate” depending on the job requirements, desired level of service and the time of day the work is performed. Each work order billed under the “Time and Material” method would be charged “Time on the Job” elsewhere described as “Boots on the Ground” subject to the 1-hour minimum labor per work order with additional time being assessed in 30-minute increments. When materials are furnished by NSD an amount for “Materials Used” will also be added to the billed work order.

The “Valued – Project Cost Quote” method applies to work requests that are larger in scope and may require an extended labor effort to complete. These jobs are often referred to as “Projects”. A detailed quote would be developed outlining the project scope, material requirements and a labor cost to complete the project. Only an agreed to change order would change the overall project cost. This change order may be required if the scope of the project changes once the job starts or some unforeseen job condition arises that could not have been anticipated when the Quote was developed. “Labor Rate Categories” or “Material Pricing Discounts” are less of a detailed concern with this approach. Labor and

material, costs and conditions are projected in the quote creating a project “value” and agreed to before the project starts. This project scope and value can be discussed and refined before any work is done.

**See the following page for expanded labor rate charts and see page 24 for a list of expanded services.**

**Labor Rates by Service Work Type, Defined Service and Area Group**

**Special Group: applies to Richmond and adjacent counties of Henrico and Chesterfield**

Service Work Type	Scheduled Services for Special Group (Local Area)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 98.50	\$ 147.75	\$ 88.65	\$132.98
B	Low Voltage Electrical Access Control	\$ 108.00	\$ 162.00	\$97.20	\$145.80
C	Aluminum, Wood, Hollow Metal Doors	\$ 105.00	\$ 157.50	\$94.50	\$141.75
D	Automatic Doors and Handicap Operators	\$ 115.00	\$ 172.50	\$103.50	\$155.25

Service Work Type	Non-Scheduled Services for Special Group (Local Area)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 103.50	\$ 155.25	\$93.15	\$139.73
B	Low Voltage Electrical Access Control	\$ 113.00	\$ 169.50	\$101.70	\$152.55
C	Aluminum, Wood, Hollow Metal Doors	\$ 110.00	\$ 165.00	\$99.00	\$148.50
D	Automatic Doors and Handicap Operators	\$ 120.00	\$ 180.00	\$108.00	\$162.00

Service Work Type	Emergency Services for Special Group (Local Area)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 197.00	\$ 295.50	\$177.30	\$265.95
B	Low Voltage Electrical Access Control	\$ 216.00	\$ 324.00	\$194.40	\$291.60
C	Aluminum, Wood, Hollow Metal Doors	\$ 210.00	\$ 315.00	\$189.00	\$283.50
D	Automatic Doors and Handicap Operators	\$ 230.00	\$ 345.00	\$207.00	\$310.50

## Map Zone 4 Applies to Mary Washington University

Service Work Type	Scheduled Services for Price Group A (applies to Map Zones 4 & 6)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 105.00	\$ 157.50	\$94.50	\$141.75
B	Low Voltage Electrical Access Control	\$ 115.00	\$ 172.50	\$103.50	\$155.25
C	Aluminum, Wood, Hollow Metal Doors	\$ 110.00	\$ 165.00	\$99.00	\$148.50
D	Automatic Doors and Handicap Operators	\$ 120.00	\$ 180.00	\$108.00	\$162.00

Service Work Type	Non Scheduled Services for Price Group A (applies to Map Zones 4 & 6)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 110.00	\$ 165.00	\$99.00	\$148.50
B	Low Voltage Electrical Access Control	\$ 120.00	\$ 180.00	\$108.00	\$162.00
C	Aluminum, Wood, Hollow Metal Doors	\$ 115.00	\$ 172.50	\$103.50	\$155.25
D	Automatic Doors and Handicap Operators	\$ 125.00	\$ 187.50	\$112.50	\$168.75

Service Work Type	Emergency Services for Price Group A (applies to Map Zones 4 & 6)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 210.00	\$ 315.00	\$189.00	\$283.50
B	Low Voltage Electrical Access Control	\$ 230.00	\$ 345.00	\$207.00	\$310.50
C	Aluminum, Wood, Hollow Metal Doors	\$ 220.00	\$ 330.00	\$198.00	\$297.00
D	Automatic Doors and Handicap Operators	\$ 240.00	\$ 360.00	\$216.00	\$324.00

Service Work Type	<b>Scheduled Services Price Group B (applies to Map Zones 3,5 and 7)</b>	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 115.00	\$ 172.50	\$103.50	\$155.25
B	Low Voltage Electrical Access Control	\$ 125.00	\$ 187.50	\$112.50	\$168.75
C	Aluminum, Wood, Hollow Metal Doors	\$ 120.00	\$ 180.00	\$108.00	\$162.00
D	Automatic Doors and Handicap Operators	\$ 130.00	\$ 195.00	\$117.00	\$175.50

Service Work Type	<b>Non Scheduled Price Group B (applies to Map Zones 3,5 and 7)</b>	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 120.00	\$ 180.00	\$108.00	\$162.00
B	Low Voltage Electrical Access Control	\$ 130.00	\$ 195.00	\$117.00	\$175.50
C	Aluminum, Wood, Hollow Metal Doors	\$ 135.00	\$ 202.50	\$121.50	\$182.25
D	Automatic Doors and Handicap Operators	\$ 130.00	\$ 195.00	\$117.00	\$175.50

Service Work Type	<b>Emergency Services Price Group B (applies to Map Zones 3,5 and 7)</b>	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 230.00	\$ 345.00	\$207.00	\$310.50
B	Low Voltage Electrical Access Control	\$ 250.00	\$ 375.00	\$225.00	\$337.50
C	Aluminum, Wood, Hollow Metal Doors	\$ 260.00	\$ 390.00	\$234.00	\$351.00
D	Automatic Doors and Handicap Operators	\$ 250.00	\$ 375.00	\$225.00	\$337.50

**Price Group C**

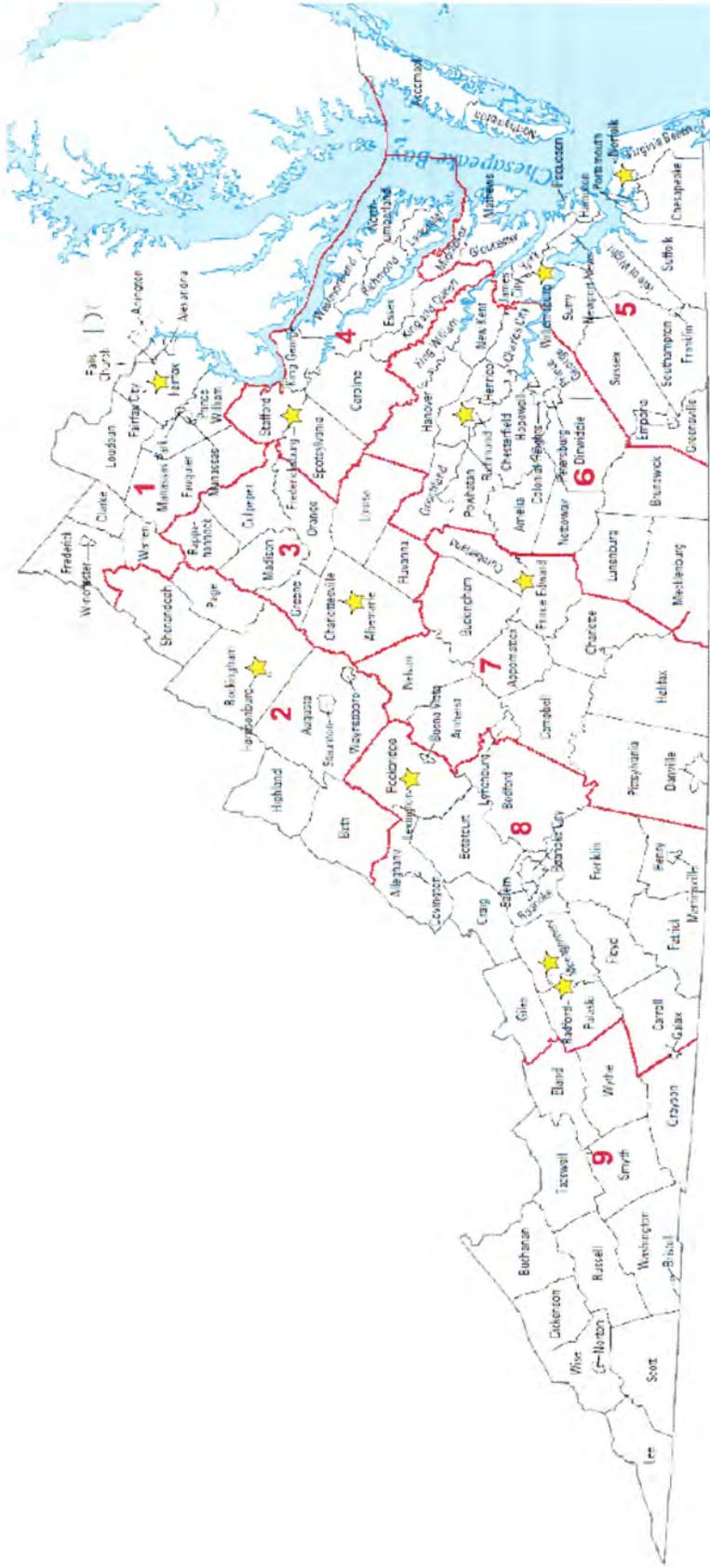
Service Work Type	Scheduled Services Price Group C (applies to Map Zones 1,2 and 8)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 120.00	\$ 180.00	\$108.00	\$162.00
B	Low Voltage Electrical Access Control	\$ 130.00	\$ 195.00	\$117.00	\$175.50
C	Aluminum, Wood, Hollow Metal Doors	\$ 125.00	\$ 187.50	\$112.50	\$168.75
D	Automatic Doors and Handicap Operators	\$ 135.00	\$ 202.50	\$121.50	\$182.25

Service Work Type	Non Scheduled Services Price Group C (applies to Map Zones 1,2 and 8)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 125.00	\$ 187.50	\$112.50	\$168.75
B	Low Voltage Electrical Access Control	\$ 135.00	\$ 202.50	\$121.50	\$182.25
C	Aluminum, Wood, Hollow Metal Doors	\$ 130.00	\$ 195.00	\$117.00	\$175.50
D	Automatic Doors and Handicap Operators	\$ 140.00	\$ 210.00	\$126.00	\$189.00

Service Work Type	Emergency Services Price Group C (applies to Map Zones 1,2 and 8)	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 240.00	\$ 360.00	\$216.00	\$324.00
B	Low Voltage Electrical Access Control	\$ 260.00	\$ 390.00	\$234.00	\$351.00
C	Aluminum, Wood, Hollow Metal Doors	\$ 250.00	\$ 375.00	\$225.00	\$337.50
D	Automatic Doors and Handicap Operators	\$ 270.00	\$ 405.00	\$243.00	\$364.50

Service Work Type	<b>Scheduled Services Price Group D (applies to Map Zone 9)</b>	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 130.00	\$ 195.00	\$117.00	\$175.50
B	Low Voltage Electrical Access Control	\$ 140.00	\$ 210.00	\$126.00	\$189.00
C	Aluminum, Wood, Hollow Metal Doors	\$ 135.00	\$ 202.50	\$121.50	\$182.25
D	Automatic Doors and Handicap Operators	\$ 145.00	\$ 217.50	\$130.50	\$195.75
Service Work Type	<b>Non Scheduled Services Price Group D (applies to Map Zone 9)</b>	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 135.00	\$ 202.50	\$121.50	\$182.25
B	Low Voltage Electrical Access Control	\$ 145.00	\$ 217.50	\$130.50	\$195.75
C	Aluminum, Wood, Hollow Metal Doors	\$ 140.00	\$ 210.00	\$126.00	\$189.00
D	Automatic Doors and Handicap Operators	\$ 150.00	\$ 225.00	\$135.00	\$202.50
Service Work Type	<b>Emergency Services Price Group D (applies to Map Zone 9)</b>	Regular Time Master Tech	Over Time Master Tech	Regular Time Assistant	Over Time Assistant
A	Locksmith and Stand-Alone Access Control	\$ 260.00	\$ 390.00	\$234.00	\$351.00
B	Low Voltage Electrical Access Control	\$ 280.00	\$ 420.00	\$252.00	\$378.00
C	Aluminum, Wood, Hollow Metal Doors	\$ 270.00	\$ 405.00	\$243.00	\$364.50
D	Automatic Doors and Handicap Operators	\$ 290.00	\$ 435.00	\$261.00	\$391.50

Regular and Overtime Hours are offered for all price groups. See VASCUPP zone map used for Price Groups creation on following page.



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

- Zone 1**  
George Mason University (Fairfax)
- Zone 2**  
James Madison University (Harrisonburg)
- Zone 3**  
University of Virginia (Charlottesville)
- Zone 4**  
University of Mary Washington (Fredericksburg)
- Zone 5**  
Longwood University (Farmville)
- Zone 6**  
Virginia Tech (Blacksburg)
- Zone 7**  
Virginia Military Institute (Lexington)
- Zone 8**  
Radford University (Radford)
- Zone 9**  
College of William and Mary (Williamsburg)

## Discounts from Manufacturer List

<b>Manufacturer List</b>	<b>Sale Discount from List</b>
Adams Rite	35
Aiphone	25
Air Louvers	35
Alarm Lock	38
AMAG	5
Amour One	Quote Only
AptiQ	32
Avigilon	10
Avigilon	10
BEA	32
BEST	25
CBORD	Quote Only
Command Access	32
Corbin Russwin	32
Design Hardware	40
Don-Jo	40
Effco	35
Falcon	40
Glynn Johnson	38
HES	35
HID	32
IVES	38
LCN	32
Life Safety Power	10
Medeco	25
Mesker	Quote Only
NABCO	25
Norton	30
Oldcastle	Quote Only
Oshkosh	Quote Only
Pemko	28
Persona	Quote Only
Precision	32
RCI	38
Republic	40
Rixson	30
RS2	30
Sargent	38
Schlage	38
Securitron	35
Select Products	35
Special - lite	Quote Only
Steelcraft	45
Town Steel	25
Trimco	35
USA Wood Door	32
Von Duprin	32
Folger Adams	38
Arrow	25

## List of Goods and Services

### Products and Services

#### **Doors & Hardware**

- Hollow Metal and Wood Doors & Frames
- Aluminum Storefronts
- Custom & Specialty Doors
- Automatic Doors & ADA-Compliant Low Energy Operators
- Architectural Door Hardware
- Ligature Resistant Door Hardware
- Chain Resistant Pull Trim & Security Openings
- Code Compliant Lockdown Solutions for Classroom, Safe Space, & Shelter in Place
- Secure Vestibules
- Attack Resistant/Fire Rated Glass & Film

#### **Electronic Security**

- Access Control
- Electrified Hardware
- CCTV
- IP Video Surveillance and Intercoms
- Elopement Prevention Systems

#### **Division 10**

- Toilet Partitions and Restroom Accessories
- Restroom Accessories

#### **Services**

- On-site Locksmith Services
- Fire Door Inspections
- Egress Door Inspections

### Market Focus

#### **Educational**

- Chain Resistant Door Openings utilizing Patented Antimicrobial & Recessed Chain Resistant Pull Trims
- Code Compliant Classroom, Safe Space, & Shelter in Place Lockdown
- Secure Vestibules
- Attack Resistant Glass
- Access Control Systems
- IP Video Surveillance & Video Intercoms
- Electronic Locking Hardware

#### **Healthcare / Medical**

- Hollow Metal Doors & Frames
- Wood Doors
- Aluminum & Glass Doors
- Automatic Doors & ADA Operators
- Architectural Door Hardware with Antimicrobial Options

#### **Behavioral Health**

- Ligature Resistant Door Hardware
- Elopement Prevention Systems

#### **Government**

- Federal, State, and Local

#### **Contractor Sales**

- New Construction & Renovations
- Division 8 & 10

ATTACHMENT B

The following is a table detailing the names of notable clients, the project or projects completed by National Security & Door for each client, and timespans of any existing contracts.

Client	Project	Contract Timespan
<b>Prince William County</b>	<ul style="list-style-type: none"> <li>- Lockdown provisions</li> <li>- Exterior door replacement; aluminum and hollow metal</li> <li>- Chain-resistant openings</li> </ul>	Currently engaged in 5-year contract
<b>Campbell County</b>	<ul style="list-style-type: none"> <li>- Access control</li> <li>- Security vestibule entry</li> <li>- Safe Space indicator mortise locks</li> </ul>	Timespans vary depending on individual contracts
<b>King George County</b>	<ul style="list-style-type: none"> <li>- CCTV</li> <li>- Access Control</li> </ul>	Timespans vary depending on individual contracts
<b>Northern Virginia Community College</b>	<ul style="list-style-type: none"> <li>- Access Control</li> <li>- Handicap Door Operators</li> </ul>	Timespans vary depending on individual contracts
<b>Christopher Newport University</b>	<ul style="list-style-type: none"> <li>- Access Control</li> <li>- Handicap Door Operators</li> </ul>	Timespans vary depending on individual contracts
<b>York County</b>	<ul style="list-style-type: none"> <li>- Exterior and interior door replacement; wood and hollow metal</li> </ul>	Timespans vary depending on individual contracts
<b>Chesapeake Schools</b>	<ul style="list-style-type: none"> <li>- Exterior door replacement; aluminum storefront doors</li> </ul>	Timespans vary depending on individual contracts
<b>Virginia Commonwealth University</b>	<ul style="list-style-type: none"> <li>- Handicap Door Operators</li> <li>- Sliding Doors</li> <li>- Safe Space lockdown panic bars</li> <li>- Safe Space indicator mortise locks</li> </ul>	Currently engaged in 5-year contract
<b>Chesterfield County</b>	<ul style="list-style-type: none"> <li>- Exterior door replacement; aluminum and hollow metal</li> <li>- Chain-resistant openings installed at all schools within the county</li> </ul>	Currently engaged in 1-year contract
<b>John Randolph Medical Center</b>	<ul style="list-style-type: none"> <li>- Fire door inspections</li> <li>- Exterior and interior door replacement</li> <li>- Locksmith services</li> <li>- Handicap Door Operators</li> <li>- Access Control</li> </ul>	Timespans vary depending on individual contracts

**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:** National Security & Door Corp.

**Preparer Name:** Scott Childress **Date:** 11/19/21

**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.: 694437 Expiration Date: 09/29/2022

**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**  
**ALL WORK TO BE PERFORMED BY NATIONAL SECURITY & DOOR**

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 (\$)
<b>Total Planned Subcontracting Spend (\$)</b>					

Signed RFP Addendums

**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: National Security & Door Corp.

NAME OF OFFEROR REPRESENTATIVE: Scott Childress

OFFEROR SIGNATURE: *Scott Childress*

DATE: 11/19/21

**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](mailto: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

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 12<sup>th</sup>.

- 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: National Security & Door Corp.

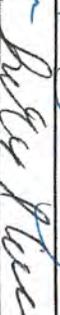
NAME OF OFFEROR REPRESENTATIVE: Scott Childress

OFFEROR SIGNATURE: *Scott Childress*

DATE: 11/19/21

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

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

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@fastlocksmitthdc.com	
Ross Ritenour	Express-Tek	540-419-4975	rritenour@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	tonygr@burtel.com	
Matthew Pitts	Acme Technical Group, LLC	571-235-6828	m.pitts@acmetechnicalgroup.com	
William Deutsch	Richard Security, Inc	804-400-7054	bdeutsch@richmondsecurity.com	
Silvya Colever	Umw Access Control	540-654-1443	scolver@umw.edu	
Nathan Swink	Smart Shield Solutions	703-995-4929	nswink@smashell.com	
Todd Wrieger	Integrated Security Technology	804-57-8763	twrieger@istonline.com	
Nicole Barch	Integrated Security Technology	804-615-7336	nbarch	

**Certificate of Insurance and  
AMAG Reseller Certificate**



CERTIFIED RESELLER SPECIFIC TERMS

Certified Reseller: National Security & Door Corp

Effective Date: November 16, 2021

Products: **All products in AMAG Technology's Certified Reseller Price List and other products provided by AMAG Technology, Inc. via accepted purchase order.**

Annual Shipment Goal (ending fiscal year 2021): \$ [REDACTED]

Annual Shipment Goal shall include:

Third Party Sales: [REDACTED]

New Symmetry Licenses: 5

Authorized territory(s) and/or vertical markets:

Virginia, DC, Maryland, West Virginia

Exclusions: **Existing customers covered by a current Site Support Agreement (SSA) with another Certified Reseller unless otherwise agreed with AMAG in writing.**

AMAG USD Price Discount Schedule:

Category A: [REDACTED]

Category B: [REDACTED]

National Security & Door Corp

**AMAG TECHNOLOGY, INC.**  
**A Delaware Corporation**

*Scott Childress*  
Scott Childress (Nov 16, 2021 12:22 EST)

*Chris Randall*

Scott Childress

Chris Randall

President

Director of Sales

Nov 16, 2021

Nov 16, 2021

## Supplemental Company Literature





*National Security & Door*

# SECURITY OPENING ASSEMBLIES

*A Real Life-Safety Solution*

In response to tragic events that have impacted our nation, as well as customer requests, National Security and Door has embraced the task of developing solutions that would address the need for an enhanced security door opening. Focus was directed toward aluminum storefront, and hollow metal door & frame applications. These are the primary types of openings found on exterior applications in commercial construction projects.

Components that were considered to be essential in consideration of security door openings were to include items such as:

- Fully Serviceable Chain Resistant Interior Locking Hardware and Exterior Trim
- Use of Architectural Grade Locking Hardware in lieu of storefront locking hardware
- Use of Heavy Duty Manual Door Closers and Low Energy Handicap Operators
- Use of Full Mortise Continuous Hinges in lieu of butt hinges and pivots
- Security Glazing in Vision Lights and Accessible Side Lights
- Concealed Wire Transfer Methods on Electrified Hardware Openings
- Standard Duty Hollow Metal Openings constructed with 16 gauge frames and 18 gauge doors
- Heavy Duty Hollow Metal Opening constructed with 14 gauge frames and 16 gauge doors
- Wide stiles with cross rail construction for Aluminum Openings
- Openings should, by design, maintain the Free Egress and Life Safety code requirements found in publications such as the International Building Codes, National Fire Protection 101 Guidelines, International Fire Code, National Association of State Fire Marshalls and The National Clearinghouse for Education Facilities.

We have successfully created an enhanced security door opening by designing our own fully serviceable stainless steel chain resistant pull "CR4500 Series", and putting together elements from industry sources to create a "Security Opening Assembly" that can meet all of the previously discussed criteria needed in an enhanced security door opening. These "Security Opening Assemblies" can be tailored to meet each project's requirements and create a much more secure and safe environment. The "Security Opening Assembly" should be considered for use in exterior; interior vestibules, conference rooms, auditoriums, gymnasiums, cafeterias or any opening leading from a place of assemblage, or an opening leading to a place of safe haven. Single doors may be considered as well based on building design and aesthetics. These solutions can be incorporated into new construction projects, as well as applied to a renovation, or security upgrade project.

There have been rumblings of code revisions within the door and hardware industry to make the "chain resistant" design a mandatory requirement at some point in the future. Common sense considerations would lead one to think this is just a natural change that should be adopted in today's culture.

When considering cost the use of our chain resistant flush pull actually cost less and is considerably more durable than the common place exterior trims used on architectural grade exit devices today.

This saves money up front, and over time by reduced service call costs from exterior trim failure.

Another cost aspect to security openings versus traditional openings is one of liability. Even if not embracing every available feature of the enhanced security opening, some features seem to be a must have to avoid the liability of ignoring the need for today's security. At a minimum, the added value of "chain resistant", with an upfront cost savings seems to be a common sense decision. It is understood that once an opening is considered a candidate for security consideration as compared to a traditional opening design, the all-inclusive features would cost more, but there is much greater gain in value when all aspects are considered.

After much consideration, research, and investment; National Security and Door has landed on the side of common sense and caution. We take our responsibility to offer security solutions, and value in those solutions with sincere concern. There is a certain liability that may accompany that responsibility for National Security and Door and our customers, as we all make informed decisions as to how to secure an opening.

Often times this is a process, and not an event. New construction is an event, and certainly consideration should be given to how will each opening function. Much like building fire safety has evolved, security and egress codes will incorporate the common sense "chain resistant" applications in the future. When repairing and renovating properties, a smart "buy forward" strategy should be considered. You may not fix every opening at one time, but the conversion to a strategy focused on secure and safe openings has to start somewhere.

For these reasons we have chosen to make it a conscious policy to always offer the "Security Opening Assembly" concept as a first choice, with anything less being the exception. In most, if not all cases, deviating from the "Security Opening Assembly" concept, we will ask for a "Chain Resistant Opening Liability Waiver" as this is methodically becoming an industry standard we cannot ignore.

# Chain Resistant

A High Priority Feature of the "Security Opening Assembly"

*National Security & Door*

The terminology "chain resistant" is a term used to describe a feature found in a "security opening assembly" and is achieved by using specific door designs and door hardware in an opening that has been designated as a "security opening". The opening may be an interior meeting space or exterior building entrance. When considering the worthiness of an opening to be considered a "chain resistant" opening, one needs to consider the interior (non-secure) and the exterior (secure) side of an opening as they relate to door design and hardware.

The Uniform Fire Code 1207-3 states: "Locking devices. Exit doors shall be openable from the inside without the use of a key or any special knowledge or effort. Exit doors shall not be locked, chained, bolted, barred, latched or otherwise rendered unusable. All locking devices shall be of an approved type. It is illegal to render an exit door unusable".

The motivation behind this code was for concern that an individual would not be able to exit an opening in an emergency such as a fire. This is certainly a valid concern for life safety. Today based on more recent events such as the Virginia Tech shooting that took place on April 16, 2007 where exit doors were chained shut in Norris Hall there are even more reasons to consider the design and hardware functions of door openings.

Regardless of how doors become "chained" (unwarranted locking), such as an active shooter incident or a janitor that is "locking up for the night" the ability to "chain" doors can be aggressively deterred by the proper selection of door design and hardware choices.

Door designs should provide a flush surface that will allow properly selected interior locking hardware to be mounted without gaps between exit device crossbars or traditional push bars on doors with full view glass kits or recessed panels in pairs of doors. There are certainly other door design aspects when considering a "security door assembly" but this writing is focused only on the "chain resistant" aspect of door design.

Door hardware will be selected for the interior as well as exterior of the door opening. Once again with "chain resistance" being the objective, the use of rim exit devices or concealed rod exit devices allow for meeting life safety egress codes as well as the "chain resistant" criteria. Surface vertical rod exit devices should not be used as they provide a gap between the door surface and the vertical rods extending to the top and bottom latches. These devices will satisfy the life safety egress codes but not the "chain resistant" criteria. Some

panic devices, (for selected brands) allow for easy field upgrades with electrical latch retraction kits if the need arises to upgrade an opening that was not specified for electrical access at creation.

Exterior door hardware that achieves the desired "chain resistant" status will consist of a flush mounted, recess designed, full sized pull, in lieu of traditional levers or offset pulls. Pull design prevents the use of a chain or cable device to prevent doors from opening. Desired features for the "chain resistant" flush pull would be a fully serviceable flush pull handle that could be used in hollow metal, aluminum storefront, and wood doors applications. The pull should not be an integral part of the door fabrication as this creates a very unfriendly and costly service situation over the life of the opening. National Security and Door was unable to locate an acceptable pull that would meet the desired features. We developed and have since received a patent pending status for a heavy duty stainless steel pull that meets all of the basic and desired features needed to produce a serviceable "chain resistant" exterior pull application for all door compositions and designs.

Use of the "chain resistant" flush pull will allow for ingress through either door of a pair when the latching device has been unlocked mechanically or electrically. We see openings being designed with only one traditional exterior trim to create the "chain resistant" effect. Even in an unlocked state as there is no means to pull the door open, cutting the ingress capability of the opening in half. This hardware arrangement will maintain the life safety egress requirements and may be acceptable for low volume pedestrian traffic but is not a best case application with the availability of the "chain resistant" flush pull.



1112 Chain Resistant  
Flush Pull



Perimeter  
Mounting Ring



Engineered Structural  
Reinforcement Box

## HEALTH FEATURES OF THE CHAIN RESISTANT FLUSH PULL

The 1112 Flush Pull is part of Trimco's Healthy Hardware® Line, manufactured from CuVerro®, an EPA-certified bactericidal copper alloy. Clinical studies have shown that EPA-registered CuVerro® copper kills 99.9% of bacteria\* it comes in contact with, including e. coli, MRSA, and VRE. CuVerro® copper is not a coating that will wear off over time – it is a “living finish” that will act as a bactericide over the life of the hardware. CuVerro® is tarnish-resistant and will not oxidize.

## SECURITY AND CODE COMPLIANCE FEATURES

- Creates an attractive architectural design for a fully serviceable, chain resistant flush security pull
- Angled pull grip surface and cutaway design resists chains or strap hooks from restricting opening ingress or egress
- Encapsulated 14 Ga. Reinforcement box design resists access to locking hardware if flush pull is removed
- Includes tamper-resistant security fasteners for flush pull installation
- Meets full 1 ½” grip depth clearance standard recommended for ADA compliance

## APPLICATIONS

- K-12 Schools & Universities
- Hospitals & Healthcare
- Behavioral Health
- Government & Military
- Places of Worship & Assembly Halls
- Public Entranceways

Applications – H.M. Doors, Aluminum Storefront Doors, & Flush Wood Doors

Mounting Type - Flush Pull & Perimeter Ring are easily Field Installed. Engineered / Structural Reinforcement Box Required for H.M. and Aluminum Doors, Wood Doors shall be Stave Lumber Core.

Trimco #1112

\*Laboratory testing shows that, when cleaned regularly, CuVerro surfaces kill greater than 99.9% of the following bacteria within 2 hours of exposure: Methicillin-Resistant Staphylococcus aureus (MRSA), Staphylococcus aureus, Enterobacter aerogenes, Pseudomonas aeruginosa, E. coli O157:H7, and Vancomycin-Resistant Enterococcus faecalis (VRE).

The use of CuVerro® bactericidal copper products is a supplement to and not a substitute for standard infection control practices; users must continue to follow all current infection control practices, including those practices related to cleaning and disinfection of environmental surfaces. This surface has been shown to reduce microbial contamination, but it does not necessarily prevent cross contamination. CuVerro® is a registered trademark of Wieland North America, Inc. and is used with permission (TR-0002-1509). See www.CuVerro.com for more details.

AP300  
Adjustable Pulls



1562 Hospital Latches



APC10  
Cabinet Pulls

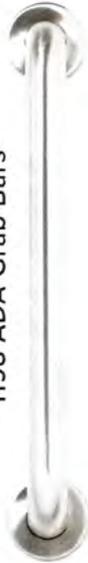
562  
Cabinet Pulls



1035  
Ultimate Restroom Pull



1198 ADA Grab Bars



- Proven to kill 99.9% of infectious bacteria\* in 2 hours or less.
- Not a coating and won't wear off!
- Continues to kill bacteria\* for the lifetime of the product - 24/7!
- Looks like stainless steel to match other hardware products.
- Wide range of hardware and touch surfaces available.
- Made in North America.
- Available in commonly used products like door pulls, hospital latches, push plates, exit device push pads, mortise lock levers and trim, and more.

\*Laboratory testing shows that, when cleaned regularly, CuVerro surfaces kill greater than 99.9% of the following bacteria within 2 hours of exposure: Methicillin-Resistant Staphylococcus aureus (MRSA), Staphylococcus aureus, Enterobacter aerogenes, Pseudomonas aeruginosa, E. coli O157:H7, and Vancomycin-Resistant Enterococcus faecalis (VRE). The use of CuVerro's bactericidal copper products is a supplement to and not a substitute for standard infection control practices; users must continue to follow all current infection control practices, including those practices related to cleaning and disinfection of environmental surfaces. This surface has been shown to reduce microbial contamination, but it does not necessarily prevent cross contamination. CuVerro® is a registered trademark of Wieland North America, Inc. and is used with permission (TR-0002-1509). See [www.CuVerro.com](http://www.CuVerro.com) for more details.



1017/  
1018



K050

[www.trimcohardware.com](http://www.trimcohardware.com)

[www.healthardware.com](http://www.healthardware.com)

323-262-4191 x2

PBT8000 - Exit Device Push Pad Covers  
For Von Duprin & Precision Devices



Mortise Locks



ICU  
Sliding Door Levers



# CLASSROOM LOCKDOWN DESIGNED TO COST EFFECTIVELY GROW FROM A MECHANICAL TO AN ELECTRICAL ACCESS CONTROL SYSTEM

The design and implementation of a "classroom lockdown system" may expand to more than the inclusion of just traditional classrooms. Offices, break rooms, assembly areas and any other meeting space that may house multiple individuals at the same time may be considered for inclusion in a "classroom lockdown" system design. There are other important security aspects to consider in creating a more secure environment such as, "chain resistant" double door openings, but the current discussion will be limited to a system providing a method for rooms to be locked from the inside without having to open the door.

The first thing to consider is the mechanical locking hardware on the door and how it functions on a day to day basis and during a time of emergency. The hardware selection should provide the most secure application, ease of use, confirmation of lock status without opening the door as well as adhering to life safety codes regarding single action egress. A classroom function mortise lock with deadbolt and inside visual lock status indicator provides all of these critical features. The inside locking function can be accomplished by use of a thumb turn or key. There are various opinions on which inside locking method is the best with the answer depending on the particular application and goals of the end user. Traditionally used in the education market segment, there is a considerable difference when considering a K-12 environment as opposed to a college environment. Each application calls for a thoughtful consideration of what works best in a particular situation. The "classroom lockdown" concept is expanding into office buildings, government buildings and public use buildings.

The second consideration for selecting mechanical locking hardware concerns what role the hardware will play if the decision is made to advance the lockdown system with electrical features. Even in an electrical access control systems programed for various designed lockdown capabilities the secured opening must still close, latch and secure the targeted space. Questions should be asked such as, will we be able to utilize the hardware selected for the project to leverage our initial hardware investment should the lockdown system advance to an electronic access system? Will our hardware selection compliment the new electrical lockdown system to provide redundancy for the lockdown of openings?

To answer the preceding questions with regards to advancing the lockdown system, to one with electrical features, there are some qualifying considerations that must be made. Choices available to a new construction or "ground up" renovation can be different than the choices available for a retrofit of existing openings project. In the new construction project we have a blank page to work with and can design a lockdown system for today and plan for the future. The retrofit project leaves us to confront the existing conditions and provides different challenges with each new project.

In new construction we recommend the mortise lock with deadbolt and visual indicator. Often this mortise lock can be utilized in a retrofit project as well. The installation requirements will vary but the end results can be equal in outcome. The mortise lock with deadbolt and visual indicator will work extremely well with the addition of an

electric strike when upgrading a non-fire rated door. The classroom function mortise lock we selected for the mechanical only lockdown system can be modified by use of a "function conversion kit" to change the locking function to a storeroom operation leveraging the initial lock cost. The storeroom function operation keeps the mortise lock in the locked position at all times utilizing the electrical access control system and the exterior mechanical override key to access the opening. Both mortise lock functions will maintain a single action free egress function at all times.

The selection of an electric strike is guided by the use of an offset electric strike with an available deadbolt capture feature as standard. When utilizing this combination of storeroom function mortise lock and compatible electric strike, we have created a redundant lockdown system that can still function even in the event of an electrical access control system failure. The use of the inside visual lockdown indicator will still report the mechanical lockdown condition and during a fully functioning electrical access control lockdown will serve as a secondary means of securing the opening when utilized.

During the new construction project planning, a "VSR" qualified frame should be considered for installation at each opening that is to receive electrical access control or may be upgraded in the future. The cost of advancing to an electrical access control system will be dramatically reduced if the access control ready "VSR" frame is in place. This option will not exist in the retrofit project but should be considered in new construction or "ground up" renovations.

With proper planning and product selection regarding doors, frames and locking hardware the mechanical lockdown system can be positioned to cost effectively advance to a full featured electrical access control lockdown system. Each end user will ultimately decide the best approach for their particular needs and goals. Our role is to help in the discovery of available choices and help match the best fit options to the particular end user needs and goals.

**NATIONAL SECURITY AND DOOR CORP.**  
**SECURITY INNOVATION AND DESIGN**  
**PHONE: 804-745-4936**  
**WWW.NSANDD.COM**

# National Security & Door "SAFE-SPACE" INDICATOR MORTISE LOCKS

"Safe-Space" Indicator Mortise Locks are developed in partnership with Allegion, creating a lockset ideally suited for classroom security applications.

2" x 1/2" display for easy viewing at a distance

Indicator provides high-contrast colors black/ white, white/ red for unparalleled visibility and ease of reading

Escutcheon Trim features 180-degree visibility colored indicator

Indicator/ADA Compliant Thumb-Turn position provides for quick assessment during emergency lock-down



High Security Auxiliary Deadbolt provides immediate manual lockdown system.

Compatible with fixed storeroom function conversion kit and electric strike (used in manual to electronic lockdown system upgrades)

Provides unparalleled lockdown redundancy when used in electronic lockdown systems.

Escutcheon trim suitable for new construction, or existing door retrofit upgrades

Requires ANSI style 1-1/4" x 4-7/8" Strike

## EMERGENCY LOCKDOWN PREPAREDNESS

Safety and security has become a complex issue in today's society, balancing emergency lockdown with desirable "everyday" functionality such as the need to prop locked doors open on a regular basis. Schools as well as public buildings need to address the safety and security of its occupants. After the 2007 mass shooting at Virginia Tech, and then the 2012 shooting at Sandy Hook Elementary School, the general public realized that school security had become a prime concern. Following these tragic events, numerous security products were introduced into the marketplace to provide safe-haven / "shelter in place" capabilities for students and staff. Unfortunately, many of these products did not comply with life safety, free egress, or fire codes. Realizing that none of these products offered a comprehensive "one-source" solution, National Security & Door set out to develop a lockset that would provide a "Safe-Space" while complying with all current codes. Using Schlage's L-Series mortise lock as a basis of design, National Security & Door saw the potential of combining the integrity of their deadbolt mortise lock, with a newly innovated visual lock status indicator creating a simple, mechanical lockset that provides an emergency mechanical lockdown solution as well as lockdown redundancy when used in an electrical lockdown system. In all applications, free egress and exterior mechanical key override capabilities, are maintained insuring fire and life safety code compliance. The "Safe-Space" mortise lock is ideal for retrofit of existing openings, new construction, and can be adapted to work with electronic access control applications.

# "Safe-Space"

## Mortise Locks with Lockdown Indicators

20° "Safe-Space" Function w/ Color Lockdown Indicator:

LATCH ONLY

**PASSAGE FUNCTION:** Thumb-Turn at Vertical 0 degrees' position; indicator reads "Latch Only" in black letters on a white background.



LATCH ONLY

**MANUAL STOREROOM FUNCTION:** Thumb-Turn at Offset 20 degrees' position locks latch; indicator reads "Latch Only" in black letters on a white background with red indicator stripe at top of window.



LOCKDOWN

**MANUAL DEADBOLT LOCKDOWN FUNCTION:** Thumb-Turn at Horizontal 90 degrees' position locks latch and deadbolt; indicator reads "Lockdown" in white letters on a red background.



Storeroom "Safe-Space" Function w/ Color Lockdown Indicator:

LATCH LOCKED

**STOREROOM FUNCTION:** Thumb-Turn at Vertical 0 degrees' position; outside lever always rigid; indicator reads "Latch Locked" in black letters on a white background.



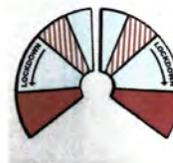
LOCKDOWN

**MANUAL DEADBOLT LOCKDOWN FUNCTION:** Thumb-Turn at Horizontal 90 degrees' position locks latch and deadbolt; indicator reads "Lockdown" in white letters on a red background.



Optional Training Decal Available:

Removable Training Decal for instructional use at time of installation, or may remain a permanent feature ensuring proper operation. Decal developed by and available only through National Security & Door, Corp.



\*For further information, product demonstration, and/or assistance with specifications- Please contact:

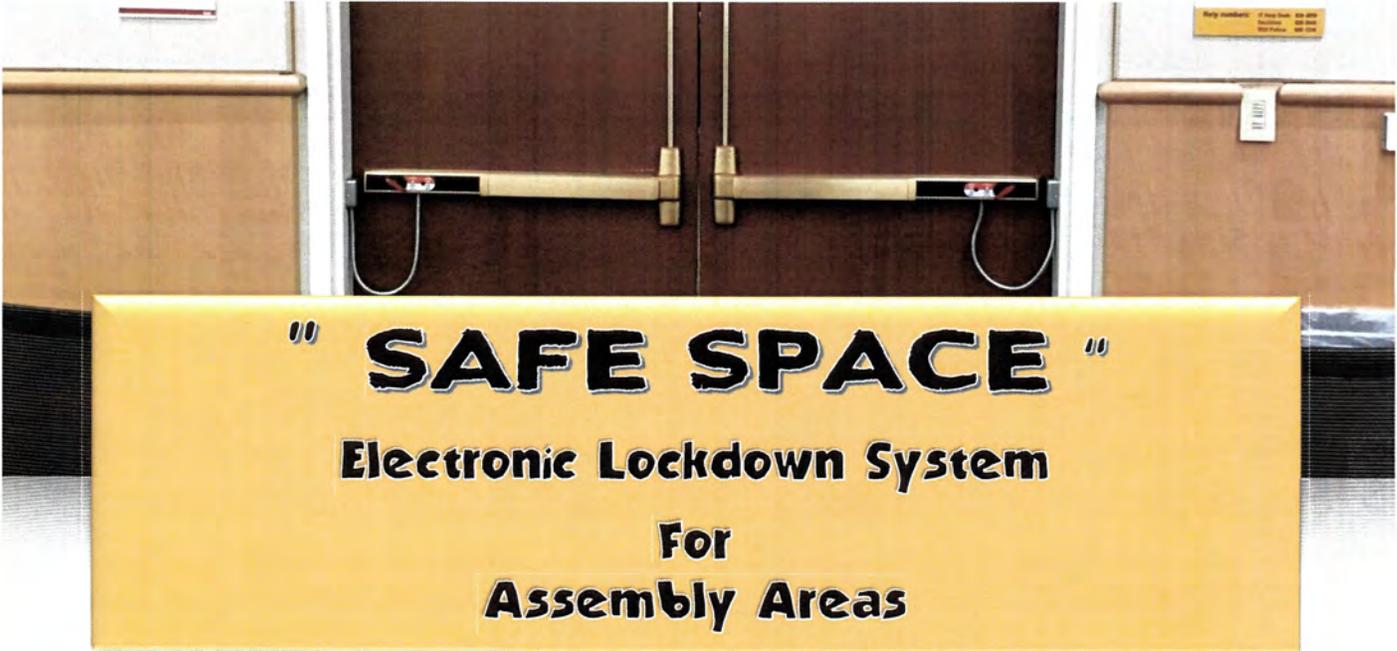
**National Security & Door, Corp.**  
**(804)745-4936**

[www.nsandd.com](http://www.nsandd.com)

\*Auxiliary latch deadlocks latchbolt when door is closed. Inside lever is always free for immediate egress

\*Interior cylinder operated indicator available in limited functions

*National Security & Door*



# " SAFE SPACE "

## Electronic Lockdown System

### For Assembly Areas

#### WHAT IS IT?

An independent system providing a primary means of emergency lockdown for assembly areas, using electrified exit devices. This system creates a "local safe space" for designated openings within the assembly area.

#### WHERE SHOULD IT BE IMPLEMENTED?

- ✓ Public buildings that have medium to large meeting rooms or areas.
- ✓ Assembly areas that have one or multiple entry/exit openings secured with exit device locking hardware.
- ✓ Compatible for fire rated and non-fire rated door applications.

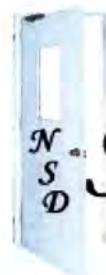


# STANDARD BUILT-IN FEATURES

- ✓ "Local safe space" creation is nondependent on any wireless, hardwired or networked data communication requirement for system activation.
- ✓ The "Safe Space" Electronic Lockdown System creates "on site" real time lockdown decision making and direct "shelter in place" action capabilities for at risk persons.
- ✓ The "Safe Space" Electronic Lockdown System is designed to function as an independent system, as well as being able to integrate with current or future electronic access control systems.
- ✓ The primary means of lockdown remains independent and active after integrating with electronic access control, global lockdown functions. This provides a desirable redundancy for "safe space" lockdown functionality.
- ✓ Mechanical thumb turn lockdown activation device, is built "on board" each locking hardware exit device.
- ✓ Printed and LED light, lockdown "confirmation indicators" are "on board" each locking hardware exit device.
- ✓ One, utilized activation thumb turn device, activates each "local safe space" system, "LED light lockdown confirmation indicator."
- ✓ System functionality maintains code compliant, one action free egress at all openings.
- ✓ System functionality maintains ADA compliant, location and design, for primary "on board" mechanical thumb turn lockdown activation device.
- ✓ System functionality provides exterior mechanical key override at each opening comprising the independent "local safe space" lockdown system.
- ✓ The "Safe Space" Electronic Lockdown System provides fire alarm interface for positive latching capability of all system exit devices in the event of independent fire alarm system activation.
- ✓ The "Safe Space" Electronic Lockdown System provides remote monitoring capability for "safe space" lockdown activation.
- ✓ The "Safe Space" Electronic Lockdown System provides the ability for local system testing any time the "safe space" area is utilized.

## ADD-ON SYSTEM FEATURES

- ✓ Add on: Exterior "at door" lockdown activation indicator device.
- ✓ Add on: Remote monitoring capability for door open/closed condition.
- ✓ Add on: One or more in system remote "lockdown activation" devices.
- ✓ Secure authorized methods (keypad, key switch, etc.) for system's electronic locking hardware "unlock" activation.



*National  
Security & Door*  
*Securing America..*  
*One Door at a Time.*

# THINKING ABOUT LIFE SAFETY AND SECURITY PLANNING

*National Security & Door*

The purpose of this piece is to try and corral the "Life Safety and Security" conversation and create a meaningful process for evaluation. A distinction between building facility and site area needs to be covered as well. A discussion including the site area concerns would include fencing and entrance gate access onto a particular site. There will generally be a connection in the two aspects when it relates to electronic security but, for this writing, we will limit the discussion to Life Safety and Security as it pertains to the building facility.

A primary question for consideration concerns the broad aspect of the Life Safety and Security topic and asks simply "What is 'Life Safety and Security Planning?'" One attempt at "conversation organization" would address the three primary processes involved in evaluating and implementing a Life Safety and Security Plan. Broadly stated, these processes could be listed in a suggested order of importance from the aspect of "threat prevention measures" as follows:

1. **Hardening and Maintenance** of physical security components
2. **Mechanical and Electronic Control** of pedestrian traffic flow and area accessibility
3. **Monitor and Review** of pedestrian activity and area status

These processes pertaining to Life Safety and Security would be a start in understanding the purpose and setting goals for the successful implementation of applications and systems. A more detailed look at each of the stated processes as to what individual components or systems would fall within each, begins to help break down the details of a comprehensive Life Safety and Security Plan. There may be overlapping functionalities when considering particular aspects of components and systems for Life Safety and Security but the following will help begin the discussion and exploration of each individual process involved.

When considering the **Hardening and Maintenance** aspects of Life Safety and Security Planning one needs to look at the physical attributes of the facility being considered. Consideration should begin with perimeter security then address interior security concerns. Questions to ask and evaluate could begin with:

- Do all targeted doors shut, latch and lock as the original design intended? If these doors are considered "life safety or security openings" (exterior, group meeting/classrooms, large assembly area entrance or exit, fire rated openings, building egress doors) will they be modified in the future Life Safety and Security Plan and still maintain all applicable fire, life safety and ADA compliance codes?
- Has consideration been given to upgrading or replacing existing glazing with newer impact security glazing or security glazing film to protect against forced entry in and around security openings.
- Have mandatory annual fire door inspections been completed and noted deficiencies corrected?
- Have existing key systems been reviewed to their effectiveness as to key control and life safety egress compliance?
- Have "security openings" been evaluated for "chain resistant" interior and exterior functionality where applicable?
- Have physical barrier walls been positioned to aid in pedestrian traffic control within the building facility?
- Is there auxiliary "barricade hardware" in place that violates life safety egress codes?

## Thinking about Life Safety and Security Planning *(Continued)*

When considering **Mechanical and Electronic Control** aspects of the Life Safety and Security Plan one needs to consider how will the desired level of security be reached while maintaining applicable fire, life safety and ADA compliance codes. While electronic access control brings a superior level of pedestrian traffic control via area access, it still must adhere to code compliance regulations as well as the additional code regulations pertaining to electronic locking hardware.

- Have designated "safe space" areas been equipped with the appropriate mechanical locking hardware?
- Will "safe space" hardware leverage into an electronic locking access control system if desired without the overall hardware replacement?
- Will the electronic access control system be built on a "fail secure" hardware foundation as a first consideration for operation?
- Will there be need for "delayed egress electronic hardware" to maintain egress code compliance?
- Will existing mechanical key access privileges be rescinded and brought into step with the more robust electronic access control not allowing the mechanical key to trump the access control system except for emergency override purposes?

When considering **Monitor and Review** components and systems they should support the efforts of a "threat prevention first", security strategy. Note there may be some element of threat prevention inherent in a security video system but this is perceived rather than the more physical aspects of threat prevention found in the previous discussions of Hardening and Maintenance and Mechanical and Electronic Control aspects of Life Safety and Security Plan. Other than a physically manned guard tour, the Monitor and Review aspects of the Life Safety and Security Plan lie in the deployment of electronic security video systems and access control systems.

- Will the security video system record and offer high definition images that achieve a "forensic" level of detail that can be reliably used as evidence?
- Will the security video system offer support for newer "self-learning analytics" that may be used to enhance video capture and search features or trigger system alarm notifications?
- Will access control systems create an audit trail of events and allow for live event monitoring?
- Will access control systems incorporate door position switches, area detection devices or other inputs that can be used to create an intrusion alarm function eliminating security system redundancy?
- Will access control systems allow for mechanical redundancy in a global lockdown situation?

The first step in developing a comprehensive Life Safety and Security Plan would be the evaluation of current Life Safety and Security conditions, existing systems and components that will be considered in the development of a comprehensive plan. Can current life safety and security systems and components be leveraged into a forward thinking plan that looks for an open architecture systems platform that will allow for systems integration within the comprehensive Life Safety and Security Plan?

We recognize there may be internal budget considerations, system specific external grant funding opportunities, local social pressure for specific security demands, market driven product specific sales pressure with no regard to comprehensive planning and previously implemented security strategy and components that will affect the results and implementation order of any comprehensively developed Life Safety and Security Plan.

With a holistic view for the development of Life Safety and Security Planning, the benefits can be considerable. Not only can time, money and resources be maximized by implementing a plan, but a more secure environment can be created for individuals using the facility on a day-to-day basis.

*Written By:*

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