


SEALED REQUEST FOR PROPOSAL (RFP)

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

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

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

THIS FORM MUST BE COMPLETED AND RETURNED WITH PROPOSAL

Name of Offering Firm:	Security 101		
Address of Offering Firm:	425 Southlake Blvd. Suite, 2B, Richmond, VA 23236		
DSBSD Certification No.:	708765	Expiration Date:	04-02-2023
eVA ID:	VS0000113002	Tax ID:	46-3306512
Email:	demus.oxford@security101.com	Telephone:	804-977-1768
Website:	Security 101	Fax:	
Submitted By (Print Name & Title):	Demus Oxford, Owner		
Signature (In Ink):		Date:	11/17/2021

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: Security 101

NAME OF OFFEROR REPRESENTATIVE: Demus Oxford

OFFEROR SIGNATURE: 

DATE: 11/17/2021

ADDENDUM
November 15, 2021

ADDENDUM NO. 2 TO ALL OFFERORS:

Reference – Request for Proposals: RFP 22-1291: Access Control System Integrator Services & Support

Date Issued: October 20, 2021

For Delivery to: University of Mary Washington, Commonwealth of Virginia

Original Proposal Due Date & Time: Wednesday, November 17, 2021 by 2:00 PM EST

This addendum consists of four (4) pages.

NEW Proposal Due Date & Time: **Monday, November 22, 2021 by 2:00 PM EST**

**If you have already shipped your proposal, you can retract it and resubmit a new proposal.*

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

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

Questions from Offerors:

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

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

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

The entire campus is using the AMAG system.

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

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

4. What is the current key system?

The current key system is card swipes.

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

The University works directly with the integrator.

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

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

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

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

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

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

9. What version of AMAG are we currently running?

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

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

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

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

Banner currently integrates to AMAG and AMAG to key systems.

12. Are Dahlgren and the Main Campus connected?

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

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

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

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

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

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

The intention is that this will be a single award.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

A one-year pricing proposal will be fine.

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

Currently this is serviced by the University.

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

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

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

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

END OF ADDENDUM NO. 2

Lindsay Fare

Contract Officer

Procurement Services

University of Mary Washington

Phone: 540-654-1057

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

NAME OF OFFERING FIRM: Security 101

NAME OF OFFEROR REPRESENTATIVE: Demus Oxford

OFFEROR SIGNATURE: _____

DATE: 11/15/2021

ATTACHMENT B – REFERENCES

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

Reference #1	
Agency Name	University of Virginia
Contact Name	Carey M. Drayton. Director of Safety & Security
Email	cdrayton@virginia.edu
Phone #	434-243-2173
# Years w/ Agency	7 Years
Solution Provided	Video surveillance, intrusion detection, & duress systems

Reference #2	
Agency Name	UAB Birmingham
Contact Name	Bradley Payne
Email	bpayne@uab.edu
Phone #	
# Years w/ Agency	
Solution Provided	2000 Access Doors. 6,500 cameras

Reference #3	
Agency Name	University of Florida
Contact Name	Jamie Serrato
Email	Serrato@ufl.edu
Phone #	352-846-1909
# Years w/ Agency	18
Solution Provided	Access Control, Intrusion Detection, Camera Systems

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: Demus Oxford

Preparer Name: Steven Duke **Date:** 11/12/2021

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.: 708765 Expiration Date: 04-02-2023

Section B

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

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

Small Business Name, Address & DSBSD Cert No.	Indicate if also: Micro (O), Women (W), or Minority (M) Certified	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement During Initial Period of the Contract (%)	Planned Contract Dollars During Initial Period of the Contract (\$)
Total Planned Subcontracting Spend (\$)					



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/01/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER WBA Insurance 901 Moorefield Park Drive Suite 210 Richmond VA 23236		CONTACT NAME: Meghan Adams PHONE (A/C No. Ext): (804)272-7700 x222 FAX (A/C No): (804)272-8875 E-MAIL ADDRESS: megan@wba-ins.com	
INSURED Security 101 425 Southlake Blvd, Suite B2 North Chesterfield VA 23236		INSURER(S) AFFORDING COVERAGE INSURER A: West Bend Mutual Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 00000	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> \$1,000 deductible GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			A838156 00	10/31/2021	10/31/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			A838156 00	10/31/2021	10/31/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			A838156 00	10/31/2021	10/31/2022	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ 3,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y / N <input type="checkbox"/>			A863190 00	02/26/2021	02/26/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Professional Liability			A838156 00	10/31/2021	10/31/2022	Per Occurrence 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Darlene Clavin

Fax:

Email:

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ACORD 25 (2016/03)

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Statement of Needs

The comments below correspond to the requirements found on pages 8-12 of the RFP document. The numbers correspond to each numbered statement in the RFP document.

A. Maintenance & Support

1. Tickets can be submitted via email, phone, or web portal 24x7x365. Security 101 offers 24/7 technical support. Standard rate, on-site service hours are 8-5 Monday through Friday. On-site emergency response is guaranteed in 4 hours at the emergency rate.
2. Security 101 can meet these requirements.
3. Security 101 will assess all tickets and make repairs or recommend next steps at the time of service.
4. Security 101 can comply with this requirement.
5. Security 101 can comply with this requirement.
6. Security 101 can comply with this requirement.
7. Security 101 can provide spare parts inventory on-site. Security 101 will manage the inventory. Spare parts inventory will be purchased by UMW.
8. Security 101 can comply with this requirement.
9. Security 101 can comply with this requirement. Inspections will be billed at contracted hourly rates.
10. Security 101 can comply with this requirement.

B. Warranties

1. All Security 101 installations come with a one-year labor warranty with the option to add 4 years in the form of a maintenance contract. Security 101 will honor any manufacture warranty for equipment installed by Security 101.
2. All Security 101 installations come with a one-year labor warranty with the option to add 4 years in the form of a maintenance contract. Security 101 will honor any manufacture warranty for equipment installed by Security 101.
3. Security 101 can comply with this requirement.
4. Security 101 can comply with this requirement.

C. System Expansion

1. Security 101 can comply with this requirement. Security 101's approach to providing installation services and equipment follows the same process for both large and small projects. Our process is based off PMI's Project Management Methodology and is scaled based upon the size of the project. Security 101 would have a member of the account management team meet with representatives from the University to understand the needs of the University. Once these business requirements are fully understood, we will design a solution that is in alignment with the strategic direction,

that is compatible, and scalable with the Universities' overall security plan. This design will be review with the stakeholders and upon approval the account rep would quote the project for the University. Once the proposal is accepted and a Purchase Order is issued, a Security 101 project manager will be assigned to the project and coordinate the project with representatives from the University.

2. Security 101's Account Executive will work closely with UMW to scope the best expansion components based on the need of UMW.
3. Security 101's Account Executive will work closely with UMW to educate and introduce new technologies as appropriate.

D. System Hardware/ Software Upgrades

1. Security 101 maintains close relationships with multiple manufactures to give our customers a variety of different solutions and competitive discounts. Upon award of this contract Security 101 would work with UMW to provide a catalog of the desired manufacturers and the discount Security 101 has with the associated manufacturer. If UMW would like a Box Sale, they would need to send a list and amounts of equipment they would like to receive, and Security 101 would provide and quote and ship that equipment upon receiving a purchase order.
2. When providing security installation services and equipment a process is followed. The best example of this in higher educations is our relationship with the University of Virginia. Security 101 and the University of Virginia have a standing weekly meeting with the account manager and project manager involved with their institution. In this weekly meeting both sides provide updates on future projects and on-going projects to help forecast when projects will be completed and keep track of when future project will need to be completed. This same process can be implemented for UMW.
3. To complete this requirement Security will need to spend time working with UMW's security team. Upon contract acceptance, Security 101 will work with UMW to develop a roadmap for future upgrades.
4. Security 101 will work with UMW to create an upgrade schedule and perform upgrades at the proposed labor rates.
5. Upon contract award, Security 101 will coordinate with UMW to establish the requirements and hardware needed for a test environment. Security 101 will quote the cost based on UMW's requirements.

E. Training

1. Security 101 will provide hardware training to appropriate technical personnel at the proposed "Laborer" labor rate.
2. Security 101 will provide software training to appropriate technical personnel at the proposed "Laborer" labor rate.
3. Security 101 will provide system level training to individuals identified by UMW at the "Laborer" labor rate.

4. Security 101 will provide, or design reports requested by UMW at the proposed “Laborer” labor rate.
5. Security 101 will provide database access and training as required by UMW at the proposed “Laborer” labor rate.
6. During the close out phase and on of a project and on request the Security 101 team will train end users. Security 101 will provide training on how to report issues and request service.
7. Security 101 will work with UMW to identify and document all relevant trainings.

F. Integration

1. Security 101 will support any existing integrations. Security 101 has experience with integrating with many manufacturers, but Security 101 and UMW will need to evaluate all future integrations based on the capabilities of the AMAG system.
2. Security 101 will support any existing integrations.

G. Troubleshooting & Responsiveness

1. Upon award of this contract, Security 101 will coordinate with UMW to produce detailed documentation addressing how UMW may troubleshoot prior to requesting service.
2. This requirement is typically provided by the customers IT department. Security 101 will work with UMW to ensure the security systems are setup for remote access where applicable.
3. If escalation is required, UMW can contact the account manager directly. The account manager works directly with Security 101’s ownership and our distribution partners. The account manager will escalate internally as needed and provide regular updates to the UMW team. Security 101 can develop a UMW-specific escalation process upon award of the contract.
4. Security 101 can provide same-day service under the emergency service labor rate.

H. Contractor Qualifications

1. Security 101 can comply with this requirement.
2. Security 101 can comply with this requirement.
3. Security 101 can comply with this requirement.
4. Security 101 can comply with this requirement.

ATTACHMENT A – PRICING SCHEDULE

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/ Emergency Hours
Supervisor	\$115/ Hour	\$172.50/ Hour
Laborer	\$ 95/ Hour	\$142.50/ Hour
Online/ Remote Service	\$ 95/ Hour	\$142.50/ Hour

OTHER PRICING	
Credit Card Processing Fees	None
Surveys & Planning Site Walks	No Charge
Shipping/ Freight of Equipment	Actual Cost will be Added

Parts & Supplies		
Manufacturer	Product Line	Discount %
AMAG	Access Control	17% off List Price
Aperio	IN 100 Series	17% off List Price
Aperio	Hub AH-30	17% off List Price
Corbin Russwin	IN 120/ IN 220	17% off List Price

Note: Security 101 will offer at 17% discount from list price on all equipment.



Security101®

Security in numbers.
Service that counts.

Security 101 — Richmond
425 Southlake Boulevard, Suite 2B
Richmond, VA 23236
(804) 977-1768
security101.com/richmond

Demus Oxford

Owner

11/17/2021

Lindsay Fare
Contract Officer
University of Mary Washington
Procurement Services/ RFP 22-1291
Eagle Village Executive Offices, Suite 480
1125 Jefferson Davis Highway, Fredericksburg, VA 22401

Dear :

Thank you very much for the opportunity to provide this proposal. We've based this system design on information that we've gathered from the University of Mary Washington RFP document. Please keep us updated on any changes that you feel may be relevant to this bid.

As an industry leader in commercial security system integration, we feel uniquely qualified to meet and exceed all your security expectations. Some of Security 101's key qualifications include:

DIRECT-OWNER INVOLVEMENT: Owner is directly involved in all aspects of the day-to-day sales and operations side of the company.

EXPERTISE: Over 40 years of experience in all aspects of the security industry.

NATIONAL AFFILIATION: As part of the Security 101 family, we are able to tap into the expertise and buying power of a national company, while still maintaining local service and support.

CUSTOMER-FOCUS: We are passionately focused on developing long-term partnerships with our clients.

PRODUCTS & SERVICES: Access to, as well as certification in, many mid-to-high end products. This allows us to offer the best product for each application, rather than a one-size-fits-all approach. Some of the systems that we offer include:



Security in numbers.
Service that counts.

- Access Control Systems - Video Surveillance Systems
- Intrusion Detection Systems - Visitor Management Systems
- Engineering/Design - Service of Existing Security Systems

Once again, thank you very much for this opportunity. Please don't hesitate to contact us with any questions that you may have.

Sincerely,

Demus Oxford
Owner – Security 101 Richmond