



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #030421  
Entitled

**Facility Security Systems, Equipment, and Software with Related Services**

The following advertisement was placed January 14, 2021 in *USA Today* and South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), and PublicPurchase.com, and January 15, 2021 in Oregon's *Daily Journal of Commerce* and Utah's *Deseret News*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2111779 Alberta Corp	IST2-Integrated Systems Technology & Telecommunications, Inc.
ABC SECURITY ACCESS SYSTEMS	Johnson Controls Canada, LP
ACP CreativIT	Johnson Controls Fire Protection, LP
ADT Commercial, LLC	Johnson Controls Security Solutions, LLC
Advanced Protection Systems, Inc.	Johnson Controls, Inc.
AEC Computer Division	Karlen Elecom
Alliance Technology Group, LLC	KNS IT Group, Inc.
Alpha Security & Fire Alarm Services, Inc.	Konica Minolta Business Solutions U.S.A., Inc.
Alpha Technologies	Long Building Technologies, Inc.
Amalgamated Services, Inc.	LTT Partners
Autoclear, LLC	Maplesoft Consulting, Inc.

Avisight	Marcomm Integrated Business Solutions
Beacon Communications DBA PhotoScan NorthWest	Minuteman Security Technologies, Inc.
CEIA USA, LTD	MMCI Safety Systems, Inc.
Chevin Fleet Solutions, LLC	National Tek Services, Inc.
Compass Solutions, LLC	Northstar Alarms Commercial, Ltd.
CompuNet, Inc.	NY Office of General Services
Convergent Technologies, LLC	Orion Security Solutions, LLC
Cornerstone Detention	Paladin Technologies
Corvinus Group, LLC	Panasonic i-PRO Sensing Solutions Corporation of America
Cyber Strike Solutions, LLC	Parallel Technologies
Day Automation Systems, Inc.	PC Specialists, Inc.
Deborah Alston	Perry Weather Consulting
Delco Automation, Inc.	Price Langevin
Delco Automation, Ltd DBA Delco Security	Prime Vendor, Inc.
Design Video Security Systems, Inc.	Priority Communication Systems Ltd.
DeTekion Security Systems, Inc	PURVIS Systems Incorporated
Digital Provisions	R3 Security, Inc.
FACILITY ENGINEERING ASSOCIATES, PC	Rapid Fire Protection
Faith Technologies	Regina Construction Association
First Data Merchant Services, LLC	Rhombus Systems, Inc.
FoxEnergy Systems, Inc.	Securitas Electronic Security
Gardon Securities	Securitas Electronic Security (Canada), Inc.
Garrett Metal Detectors	Siemens Industry, Inc.
GlobalTech Group, Ltd.	Sirius USA, Inc.
Gunnebo	Stanley Convergent Security Solutions, Inc.
Halberd, LLC	Stinar, LLC
Harbourview Electric, Ltd.	T.S.Surelock Security, Ltd.
Hillman Audio Video, Inc	ThinkSpace IT
Hogan Security Group, LLC	Tiles In Style DBA Taza Supplies, LLC
Homeland Safety Systems, Inc.	Tyco Integrated Fire & Security Canada, Inc.
Honeywell	Upstate Communication and Security
Horizon Software	Verkada, Inc.
i7 Solutions, Inc.	Vetted Security Solutions
Identiv	Videotronix, Incorporated
Integrated Security Solutions, Inc.	Wireless Guardian, Inc.
IntelliGreen Services, LLC	WSP Canada, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on March 4, 2021, at 4:32:30 pm CT. Proposals were received from the following:

ACP CreativIT  
Autoclear, LLC  
CEIA USA, LTD  
CompuNet, Inc.  
Convergint Technologies, LLC  
Day Automation Systems, Inc.  
Faith Technologies  
FoxEnergy Systems Inc.  
Homeland Safety Systems, Inc.  
Honeywell  
Johnson Controls, Inc.  
Johnson Controls Canada, LP  
Johnson Controls Fire Protection, LP  
Johnson Controls Security Solutions, LLC  
Konica Minolta Business Solutions U.S.A., Inc.  
Long Building Technologies, Inc.  
Marcomm Integrated Business Solutions  
Minuteman Security Technologies, Inc.  
Paladin Technologies  
Parallel Technologies  
PC Specialists, Inc.  
R3 Security, Inc.  
Rhombus Systems, Inc.  
Securitas Electronic Security (Canada), Inc.  
Siemens Industry, Inc.  
Stanley Convergent Security Solutions, Inc.  
Tyco Integrated Fire & Security Canada, Inc.  
Verkada, Inc.  
Wireless Guardian, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, CPSM, Procurement Manager  
Brandon Town, CPSM, CPSD, Procurement Analyst  
Steff Haataja, CPIM, Procurement Analyst  
Craig West, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

Three proposals were rejected by Sourcewell and excluded from the evaluation process due to organizational conflicts of interest and procedural irregularities. The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all other proposal responses met the scope and mandatory submittal requirements and were evaluated.

Convergent Technologies, LLC, is a security systems integrator offering electronic security, fire alarm, and life safety solutions in the US and Canada. They have a sizeable sales and service team supported by technology and emergency call centers to respond to Sourcewell participating entity needs. Convergent Technologies is offering a range of discounts from MSRP or list pricing on equipment, products, and services.

Johnson Controls Fire Protection, LP, provides fire protection and life safety systems and services in the US. They offer the Johnson Controls family of products and act as a reseller of a broad range of other fire and security brands. Johnson Controls Fire Protection trained technicians, installers, and professionals self-perform all service work. Their products and services are offered at competitive discounts from MSRP or from commercial hourly rates.

Siemens Industry, Inc., is the manufacturer and reseller of building automation, fire, and security products, and a provider of design, installation, repair, and maintenance services. Their sales and services teams are geographically dispersed across the US and Canada to deliver fire, safety, and security solutions to Sourcewell participating entities. Siemens Industry offers significant discounts from MSRP or list pricing to align with most favored customer pricing, and with standard shipping, delivery, and freight included in the continental US.

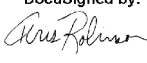
Stanley Convergent Security Solutions, Inc., designs, installs, monitors, and services integrated security and fire safety systems. With 110 branch locations, they can provide complete sales and service coverage across North America. Stanley CSS is offering a range of solid discounts from list pricing and national account labor rates.

Tyco Integrated Fire & Security Canada, Inc., offers the Johnson Controls family of products and acts as a reseller of a broad range of other fire and security brands. They have a large sales and service force to service Sourcewell participating entities across Canada. The Tyco Integrated Fire & Security Canada products are offered at competitive discounts from MSRP with services offered at significant discounts from local branch commercial rates.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #030421 to:


Convergent Technologies, LLC	#030421-CTL
Johnson Controls Fire Protection, LP	#030421-JHN
Siemens Industry, Inc.	#030421-SIE
Stanley Convergent Security Solutions, Inc.	#030421-SCS
Tyco Integrated Fire & Security Canada, Inc.	#030421-TIS

The preceding recommendations were approved on April 20, 2021.

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Chris Robinson, CPSM, Procurement Manager

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Steff Haataja, CPIM, Procurement Analyst

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Craig West, Procurement Analyst

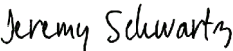
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #030421 for Facility Security Systems, Equipment, and Software with Related Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer