



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSALS (RFP) #121024
Entitled**

Facility Security Systems, Equipment, and Software with Related Services

The following advertisement was placed October 22, 2024 in South Carolina's *The State*, on the Sourcewell website at www.sourcewell-mn.gov, Sourcewell Procurement Portal at <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov and on October 22, 2024 and October 23, 2024, in *The Salt Lake Tribune*, on October 22, 2024 and October 29, 2024 in *The Oklahoman* and *USA Today*, and October 23, 2024 in *Deseret News* and *Oregon's Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a procurement 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 December 10, 2024, 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:

AED Brands	AeroClave, LLC
AIK Global Inc	All State Communications
alltrack trading llc	Alltrees, LLC
American Signal Corporation	APi National Service Group
Atlas Solutions, LLC	Bearcom Canada Corporation
Bellingham Lock and Safe	Bluum
Care Security Systems	CentrAlert Inc
Charter Telcom Inc	Chubb Fire & Security
Civic Tech Solutions	Construction Industry Center
Construction Industry Center	Convergint
Corrections Technology Group LLC	Cosco Fire Protection, Inc
Covert Security Solutions Inc.	Deloitte Consulting LLP

Delta Services	Deltek
Design Video Security Systems, Inc.	DJC Oregon Project Center
Dynamic Solution Innovators Inc.	EC Company
EIS, Inc.	Electronic Design Company
eRepublic, Inc.	Everon, LLC
Evolis, Inc.	Exutory Solutions LLC
Fastech Solutions	FIBERTEL COMMUNICATIONS CANADA INC.
flip lok llc	Flower City Communications, Inc.
Fortior Solutions, LLC	GAIN INNOVATION LLC
Garrett Metal Detectors	Genetec, Inc.
Guardian School Security Systems	Hitachi Energy Canada Inc.
Holden Electric	Honeywell
Hoosier Security	HQE Systems Inc
Hunt Electric Corporation	ID Tech Solutions
Infojini, Inc.	Integrated Fire & Security Solutions Inc
Intelibs, Inc	Johnson Controls (Tyco) - Houston TX
Johnson Controls, Inc.	Konica Minolta Business Solutions U.S.A., Inc.
Lantek Security & Automation	LONG Building Technologies
LORICA Equipment Ltd.	Lunyar LLC
Managed Methods	Maplesoft Consulting Inc.
March Networks, Inc.	MIDL Technology Inc.
Montel Technologies, LLC	Motorola Solutions, Inc.
Multimedia Led Inc	NetSource Educational Technologies, LLC
networkfx, Inc	New In Blue
Optima Business Solutions LLC	Packetalk
Pavion Corp	PBX Engineering Ltd.
PLATINUM NETWORKS GROUP LLC	Presidio
Presidio Networked Solutions Group LLC	Presidio Networked Solutions LLC
PrimeCom USA LLC	PumpTex, Inc.
PVPII-FNSS Acquisition, Inc. dba Global GRAB Technologies, Inc.	PWXPress
Quality and Assurance Technology Corporation	Real Time Networks Inc.
Regina Construction Association	ROBENS MARC LLC
Scarlet Security & Risk Group	Securitas Technology Corporation
Selcom LLC	Siemens Industry, Inc.
Silver Stream Audio Visual	Site Solutions LLC
Skyline Technology Solutions, LLC.	Sonitrol Services of New York Inc
Delta Services	TELUS
SP Plus Corporation Canada	The PlanIT Room
The Cook and Boardman Group, LLC	Unified Software Solutions
Think AI consulting corporation	Versatile Techno
USA Security	Xcite AV
W2K Security of Rapid City LLC	
YourCircle Busienss Eco System Corporation	

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 December 10, 2024, at 4:30 pm CT. Proposals were received from the following:

Asset Management Systems dba USA Security
All State Communications
Alltrees LLC dba Grove Security
American Signal Corporation
APi National Service Group Inc. (APi-NSG)
Bluum USA Inc.
Care Security Systems Inc.
CentrAlert Inc.
Civic Tech Solutions LLC
Convergint Technologies LLC
Cosco Fire Protection Inc.
Covert Security Solutions Inc.
Delta Services LLC dba The State Group Industrial USA
Everon LLC
Flip Lok LLC dba Safety Film USA
Garrett Metal Detectors
Genetec Inc.
Guardian School Security Systems SBC dba TLC Millimeterwave Products, Inc.
Honeywell International Inc
Integrated Fire & Security Solutions Inc.
Johnson Controls Fire Protection LP.
Managed Methods Inc.
March Networks Inc.
MIDL Technology Inc.
Montel Technologies LLC
Motorola Solutions Inc.
NetSource Enterprise Technologies LLC dba Secured Structures LLC
Packetalk
Pavion Corp.
Platinum Networks Group LLC
PVPII-FNSS Acquisition Inc. dba Global GRAB Technologies Inc.
Real Time Networks Inc.
Securitas Technology Corporation
Siemens Industry Inc.
Skyline Technology Solutions LLC
Sonitrol Services of New York Inc. dba Eastern Security Services Inc.
The Cook and Boardman Group LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst
Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II

Julie Riebe, Procurement Analyst II
Nicole Lueth, Procurement Analyst

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

APi National Service Group was founded in 1926 and has grown to over 40 subsidiaries representing over 190 fire protection offices throughout the US and Canada. With a sales force of roughly 1,000 and a service force of roughly 2,500, they will be able to meet the needs of participating entities. As a full scope fire line safety contractor, they offer a range of fire protection service and equipment. APi National Service Group is offering their products and services with a competitive discount from MSRP.

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 24/7 emergency call centers to respond to Sourcewell participating entity needs. Convergent Technologies is offering a range of discounts going up to 56% off MSRP.

Everon, LLC is a systems integrator and reseller of a wide range of commercial security, fire, and life safety solutions. They are experienced in the education and public sector and have a dedicated SLED team. Everon, LLC has over 5,000 employees, 500 sales staff, and 2,500 technicians that will service their US customers through 100 branches nationwide. Standard training is included at no additional cost with the purchase of new systems. They are offering a discount off their national commercial sales prices.

Honeywell International Inc. (Honeywell) is a Fortune 100 software-industrial company operating worldwide from 990 locations in over 100 countries. They are offering all requested solutions for this RFP including building automation and management systems and HVAC and comfort solutions. Their Building Technologies division will service Sourcewell participating entities in Canada and the US directly via their 44,000 employees and over 121 US locations. They are offering their lowest possible published pricing with a generous discount off MSRP. P-cards will also be accepted for no additional cost. Their goal is to deliver 100% of projects within the negotiated scope and price.

Johnson Controls Inc was founded in 1885 and has more than 42,000 direct employees in 160 branch offices and 92 distribution and warehouse facilities in North America. Johnson Controls is offering a competitive pricing model that offers a varying range of discounts off labor and equipment type. They are offering a wide range of products and services that extends through the requested solutions within the solicitation that will meet participating entities needs.

Securitas Technology is a leader in providing innovative and proven security system services, demonstrating extensive experience. The proposal highlights a comprehensive portfolio that includes intrusion, fire, video, access, and integrated systems, along with robust service offerings such as monitoring, managed, hosted, and online services. Securitas is licensed to do business in all 50 states and Canada. With over 350 full time Account Executives and a 24/7 customer response center and dispatch team, Securitas showcases their ability to provide for participating entities.

Siemens Industry, Inc. can fully sell and service Sourcewell participating entities throughout the US with their 9,000 sales staff, 3,100 support personnel, and over 100 sales offices. They have a full scope of the requested equipment, products and services ranging from alarm and signal systems, and fire and life safety to access control and video surveillance. Siemens Industry, Inc. is customer centric and offers 24/7 customer service. They are providing products and services based on their Most Favored Customer pricing.

For these reasons, the following awards of Sourcewell Master Agreement #121024 are recommended:

API National Service Group	121024-API
Convergint	121024-CTL
Everon, LLC	121024-EVER
Honeywell	121024-HNY
Johnson Controls	121024-JHN
Securitas Technology Corporation	121024-SCS
Siemens	121024-SIE

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Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

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Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II

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Julie Riebe, Procurement Analyst II

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Nicole Lueth, 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 #121024 for Facility Security, 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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on March 24, 2025.

Signed by:


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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer