



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

☒ Award ☐ Contract ☐ Grant

Requested Board Meeting Date: 6/21/2022

* = Mandatory, information must be provided

or Procurement Director Award ☐

***Contractor/Vendor Name/Grantor (DBA):**

APL Access & Security, Inc. (Headquarters: Gilbert, AZ)

***Project Title/Description:**

DSX Access Control and Security Equipment

***Purpose:**

Award: Master Agreement No. MA-PO-22-193. This Master Agreement is for an initial term of one (1) year in the annual award amount of \$490,000.00 (including sales tax) and includes four (4) one-year renewal options.

Administering Department: Facilities Management

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.12.010, Competitive sealed bidding, Solicitation No. IFB-PO-2200096 was conducted. Three (3) responses were received. Award is to the lowest, responsive and responsible bidder.

PRCUID: 448364

Attachments: Notice of Recommendation for Award and Master Agreement.

***Program Goals/Predicted Outcomes:**

To obtain a contract source for parts and service to maintain DSX controlled access and security at County facilities.

***Public Benefit:**

Safe access to public and legal services, and controlled entry to secure law enforcement and water treatment sites.

***Metrics Available to Measure Performance:**

Department will monitor on-time delivery and billing to ensure contract compliance.

***Retroactive:**

No.

TO: COB 6/2/22 (1)
pgs: 8
VERS: 1

Contract / Award Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 22-193
Commencement Date: 6/21/2022 Termination Date: 6/20/2023 Prior Contract Number (Synergen/CMS):
☒ Expense Amount: \$* 490,000.00 ☐ Revenue Amount: \$

*Funding Source(s) required: General Fund; WW Ops Fund

Funding from General Fund? ☒ Yes ☐ No If Yes \$ % 85

Contract is fully or partially funded with Federal Funds? ☐ Yes ☒ No

If Yes, is the Contract to a vendor or subrecipient?

Were insurance or indemnity clauses modified? ☐ Yes ☒ No

If Yes, attach Risk's approval.

Vendor is using a Social Security Number? ☐ Yes ☒ No

If Yes, attach the required form per Administrative Procedure 22-10.

Amendment / Revised Award Information

Document Type: Department Code: Contract Number (i.e., 15-123):
Amendment No.: AMS Version No.:
Commencement Date: New Termination Date:
Prior Contract No. (Synergen/CMS):
☐ Expense or ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$
Is there revenue included? ☐ Yes ☐ No If Yes \$

*Funding Source(s) required:

Funding from General Fund? ☐ Yes ☐ No If Yes \$ %

Grant/Amendment Information (for grants acceptance and awards)

☐ Award ☐ Amendment

Document Type: Department Code: Grant Number (i.e., 15-123):
Commencement Date: Termination Date: Amendment Number:
☐ Match Amount: \$ ☐ Revenue Amount: \$

*All Funding Source(s) required:

*Match funding from General Fund? ☐ Yes ☐ No If Yes \$ %

*Match funding from other sources? ☐ Yes ☐ No If Yes \$ %

*Funding Source:

*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?

Contact: Procurement Officer, Michael Warren Digitally signed by Michael Warren Date: 2022.06.01 07:22:58 -07'00' Manager, Ana Wilber Digitally signed by Ana Wilber Date: 2022.06.01 07:58:59 -07'00'
Department: Procurement Director, Terri Spencer Digitally signed by Terri Spencer Date: 2022.06.01 10:02:41 -07'00' Telephone: 724-3730
Department Director Signature/Date: 6-2-2022
Deputy County Administrator Signature/Date: 6/1/2022
County Administrator Signature/Date: (Required for Board Agenda/Addendum Items)



NOTICE OF RECOMMENDATION FOR AWARD

Date of Issue: June 1, 2022

The Procurement Department hereby issues formal notice to respondents to Solicitation No. IFB-PO-2200096 for DSX Access Control and Security Equipment that the following listed respondent will be recommended for award as indicated below. The award action is scheduled to be performed by the Board of Supervisors on or after June 21, 2022.

Award is recommended to the lowest, responsive and responsible Bidder.

<u>AWARDEE NAME</u>	<u>BID AMOUNT</u>	<u>AWARD AMOUNT</u>
APL Access & Security Inc.	\$445,017.75	\$490,000.00 (including sales tax)

<u>OTHER RESPONDENT NAMES</u>	<u>BID AMOUNT</u>
Lanmor Services, Inc.	\$456,504.19
Arizona Communications Experts	\$513,167.87*

* Bid amount as shown includes corrections.

Issued by: Michael Warren, Procurement Officer

Telephone Number: (520) 724-3730

This notice is in compliance with Pima County Procurement Code §11.12.010(C) and §11.20.010(C).

Copy to: Pima County SBE via e-mail at SBE@pima.gov.

A handwritten signature in black ink, appearing to be "AW", located in the bottom right corner of the page.



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION

Master Agreement No: 22000000000000000193

MA Version: 1

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Description: DSX Access Control and Security Equipment

I S S U E R	Pima County Procurement Department 150 W. Congress St. 5th Fl Tucson AZ 85701 Issued By: MICHAEL WARREN Phone: 5207243730 Email: michael.warren@pima.gov	T E R M S	Initiation Date: 06-21-2022 Expiration Date: 06-20-2023 <table><tr><td>NTE Amount:</td><td>\$490,000.00</td></tr><tr><td>Used Amount:</td><td>\$0.00</td></tr></table>	NTE Amount:	\$490,000.00	Used Amount:	\$0.00
NTE Amount:	\$490,000.00						
Used Amount:	\$0.00						

V E N D O R	APL ACCESS & SECURITY INC 115 S WILLIAM DILLARD DR GILBERT AZ 85233 Contact: Enrique Olivares Phone: 520-294-9471 Email: enrique@aplsecurity.com Terms: 1.00 % Days: 10
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Shipping Method:	Vendor Method
Delivery Type:	Standard Ground
FOB:	FOB Dest, Freight Allowed
Modification Reason This Master Agreement is for an initial term of one (1) year in the annual award amount of \$490,000.00 (including sales tax) and includes four (4) one-year renewal options. Attachment: Offer Agreement	

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



MASTER AGREEMENT DETAILS

Master Agreement No: 22000000000000000193

MA Version: 1

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Line	Description					
1	REQUEST TO EXIT, LIGHT GRAY FINISH					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$65.19	27112		DS 160
2	INTELLIGENT 2 DOOR PACKAGE (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,276.00	27112		DSX-1042PKG
3	INTELLIGENT 8 DOOR PACKAGE (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$3,316.20	27112		DSX-1048PKG
4	DSX PDM Card (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$280.44	27112		DSX-1040-PDM
5	LOCK POWER SUPPLY 29.5 VDC (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$140.22	27112		DSX-SP150/
6	LOCK POWER SUPPLY, 110VAC to 15VDC 10A, 150W LPS (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$133.21	27112		DSX-RWS150/15
7	DSX WINSTART SQL SOFTWARE (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,752.75	27112		
8	DSX WINDSX SOFTWARE (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$280.44	27112		
9	COMMUNICATION INTERFACE (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$266.42	27112		DSX-LAN(M)
10	CONTROLLER CARD (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$645.01	27112		DSX-1043
11	CDM CARD (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$203.32	27112		
12	READER, MINIPROX, WIEGAND OUTPUT, BLACK, PIGT (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$173.31	27112		5365EKP00
13	ELECTRIC STRIKE - SATIN SS, 12-24 VDC, FAIL SECURE 1006630					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$316.43	27112		1006630
14	ELECTRIC STRIKE - SATIN SS, 12-24 VDC, FAIL SECURE 4500C630					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$343.35	27112		4500C630
15	ELECTRIC STRIKE - SATIN SS, GENESIS, DUAL LOCKING					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$286.91	27112		9600630
16	FACEPLATE, 1006 ELECTRIC STRIKE OPTION, STD 630 FINISH					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$19.68	27112		K630
17	MAGNALOCK, DUAL VOLTAGE-12/24VDC, 1200 LB, SATIN SS					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$304.13	27112		M62
18	EMERGENCY EXIT BUTTON W/ 30 SEC. TIMER, NARROW STILE, GRN/RD					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$91.48	27112		EEB3N
19	OUTSWING LATCH GUARD, CHROME (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$68.22	27112		MAG 8850-C



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Line	Description					
20	STEEL DOOR RECESSED SWITCH SET 3/4, WIDE GAP, 10W, 200VDC					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$10.44	27112		180-12WG
21	BATTERY 12V 7AH					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$20.50	27112		
22	SEOS CARD HID Iclass (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$5.96	27112		5006PGGMN
23	PROXCARD HID II (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$4.10	27112		1326
24	PROX II ID CARDS HID ISO (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$5.59	27112		1386
25	MULLION READER RP-15 (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$203.13	27112		910PTNNEK00000
26	READER multiclass SE RP40 (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$203.13	27112		HID-RP40-SE
27	ACCESS CONTROL CABLE Plenum 22AWG/3Pair Shielded + 18AWG/4 +					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$510.54	27112		
28	22GAUGE 6CONDUCTOR STRANDED SHIELDED PLENUM CABLE, 1000FT					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$272.46	27112		1326
29	22GAUGE 4CONDUCTOR STRANDED SHIELDED PLENUM CABLE, 1000FT					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$206.33	27112		
30	22GAUGE 2CONDUCTOR STRANDED SHIELDED PLENUM CABLE, 1000FT					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$157.39	27112		
31	18GAUGE 2CONDUCTOR STRANDED SHIELDED PLENUM CABLE, 1000FT					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$177.23	27112		
32	18GAUGE 4CONDUCTOR STRANDED UNSHIELDED, 1000 FT BOX					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$177.23	27112		
33	16GAUGE 2CONDUCTOR STRANDED UNSHIELDED, 1000 FT BOX					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$326.69	27112		
34	18GAUGE 6CONDUCTOR STRANDED UNSHIELDED, 1000 FT BOX					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$497.30	27112		
35	22GAUGE 4CONDUCTOR STRANDED UNSHIELDED, 1000 FT BOX					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$170.61	27112		
36	ELECTRIC HINGE, SIZE: 2+465245X45					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$110.68	27112		
37	ELECTRIC HINGE, SIZE: 2+464045X45					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$110.68	27112		
38	INTRUSION PANEL (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$286.89	27112		HS2128NKCP01



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39	EXPANDER MODULE, 8-Hardwired Zone (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$2,038.98	27112		HSM2108
40	CABINET, Large Expansion Empty (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$22.98	27112		PC5003C
41	TRANSFORMER W/ENCLOSURE, 16.5VAC, 56 VA Wire-In					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$63.22	27112		322
42	LCD KEYPAD, NEO, Hdwd, w/built in PowerG Trans H2LCDRF9ENG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$166.12	27112		
43	NETWORK ALARM COMMUNICATOR					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$121.82	27112		TL280E
44	CONNECTOR CABLE, DLS Programming w/ DB-9 Connector (NO S					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$20.43	27112		PCLINK-SCW
45	ENCLOSURE, NEMA 4					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$737.99	27112		BW-1248BP
46	PROCESSOR W/ABS ENCLOSURE, Intrepid Micropoint II					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$4,972.89	27112		
47	WIRE, COMM, 100M Roll, 22-2P ESP STR CMP BLU Stp (RS485)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$232.78	27112		
48	CABLE, SENSOR Micropoint, 220M Roll					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,739.22	27112		MC115220
49	LinkUnit II with ABS wx proof Enclosure LUII					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,118.07	27112		LUII
50	Termination Unit II, TUII					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$361.62	27112		TUII
51	Photoelectric Detector, Dual Beam, OD, AX-100PLUS					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$136.67	27112		AX-100PLUS
52	Splice Unit II SUII (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$180.81	27112		SUII
53	Lightning/Surge Protection Module JB70A (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$678.96	27112		JB70A
54	Cut Simulator Tool 26D14875-A01 (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$511.68	27112		26D14875-A01
55	Lightning/Surge Protection Module JB70A (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$400.98	27112		UISTII
56	Software Controller Setup Tool II, CSTII (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1.00	27112		CSTII
57	Relay Output Module II-8 (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,660.50	27112		ROM II-8



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Line	Description					
58	Control Module II-Networked CMII-N (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$3,261.96	27112		CM II-N
59	Power Supply 13.6VDC, 2.5A, PS62 (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$323.49	27112		PS62
60	Power Supply 48VDC, 5A, PS68 (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$678.96	27112		PS68
61	AI Phone JF-2MED Color Video Hands-Free Master (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$652.85	27112		JF-2MED
62	AI Phone JF-2HD Hands-Free Sub Master (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$405.52	27112		JF-2HD
63	AI Phone JF-DA Flush Mount Color Door Station (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$148.69	27112		JF-DA
64	AI Phone RY-18L Door Release Relay (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$26.72	27112		RY-18L
65	AI Phone PS-1820UL (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$98.74	27112		PS-1820UL
66	AI Phone Power Supply, 24V DC, 2A, UL Listed (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$104.55	27112		PS-2420UL
67	AI Phone JPS-4AED (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1,498.53	27112		JPS-4AED
68	AI Phone Desk Stand (NO SUB)					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$22.07	27112		MCW-S/B
69	Hourly Labor Rate, Normal Hours 8a-5p					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	HOUR	\$75.00	27112		
70	Freeform					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %		\$0.00	27112		