



3158 Hwy 20 W Bldg. 9

Decatur, AL 35601

www.ctisgroup.com

Response to
Alabama Community College System & Higher Education
Joint Purchasing Agreement

Submitted by:

CT Integrated Solutions

3158 Hwy 20 W Bldg. 9

Decatur, AL 35601

256-822-8118

www.ctisgroup.com



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Decatur, AL 35601
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A. LETTER OF TRANSMITTAL

To: Alabama Community College System
Joint Purchasing Agreement

From: CT Integrated Solutions, Inc.
3158 Hwy. 20 W. Bldg. 9
Decatur, AL 35601

Date: February 11, 2022

Subject: Bid# ACCS-2022-01

This letter is to transmit that CT Integrated Solutions, Inc. is officially submitting a response to the Request for Bid # ACCS-2022-01 due on February 11, 2022 at 4:00 pm CST.

Tim Dawes, Owner, is authorized to make contractual obligations and to negotiate on behalf of CT Integrated Solutions, Inc. He can be reached at 256-822-8118.

David Robinson, Division Manager, is authorized to make contractual obligations and to negotiate on behalf of CT Integrated Solutions, Inc. He can be reached at 256-822-8118.

David Robinson may be contacted for clarification to any part of this response at 256-822-8118 office or 256-654-4299 mobile.

CT Integrated Solutions, Inc. accepts the Conditions Governing the Procurement unless explicitly noted in the response.

CT Integrated Solutions, Inc. has received all amendments to this RFB.

Respectfully,

David Robinson
Division Manager



3158 Hwy 20 W Bldg. 9

Decatur, AL 35601

www.ctisgroup.com

B. Evaluation Submission Form

Vendor Name: CT Integrated Solutions, Inc.

Date: February 7, 2022

Website Address: www.ctisgroup.com

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executives	Tim Dawes David Robinson	256-822-8118 256-822-8118	tdawes@ctisgroup.com drobenson@ctisgroup.com
Technical Support	David Robinson	256-822-8118 office 256-654-4299 mobile	drobenson@ctisgroup.com
Administrative Support	Sarah Farley	256-822-8118	sfarley@ctisgroup.com

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E. Response to General Requirements and Specifications

3.1 Acceptance of Conditions Governing the Procurement

Vendor must indicate their acceptance of the Conditions Governing the Procurement section in the letter of transmittal. Submission of a bid constitutes acceptance of the Evaluation Factors contained in this RFB. Vendor must also include ISO 9001 certification as required by State Code governing Joint Purchase Agreements. According to Alabama law, any companies or contractors whose affiliates, subdivisions, subsidiaries, or departments have ISO 9001 certification can bid on the information technology to be jointly purchased by educational institutions. ISO 9001 certification is only required for vendors who are providing hardware.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.2 Incurring Cost

Any cost incurred by the vendor in preparation, transmittal, and presentation of any material submitted in response to this RFB shall be borne solely by the vendor.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.3 Vendor Responsibility

The selected vendor(s) shall be solely responsible for fulfillment of the responsibilities under the terms and conditions of the contract. The procuring entities will issue purchase orders and make payments to only the named vendor(s).

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.4 Serving Sub-Contractors

The System recognizes the fact that the potential vendors have different business models for the delivery of support services. Whereas one potential vendor may provide support services through a wholly owned subsidiary, another may provide support services through a local business partner, certified education partner or qualified organization herein referred to as a servicing subcontractor. Therefore, vendors may propose the use of servicing subcontractors for the performance of local marketing, maintenance or technical support services in accordance with the terms and conditions of the contract. Servicing subcontractors may not directly accept purchase orders or payments for products or services from procuring entities under the terms and conditions of the contract.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.5 Amended Bids

A vendor may submit an amended bid before the deadline for receipt of bids. Such amended bids must be complete replacements for a previously submitted bid and must be clearly identified as such in the transmittal letter. The Evaluation Committee will not merge, collate, or assemble bid materials.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.6 Vendors' Rights to Withdraw Bid

Vendors will be allowed to withdraw their bids at any time prior to the deadline for receipt of bids. The vendor must submit a written withdrawal request signed by the vendor's duly authorized representative addressed to the representative listed above.

The right is reserved to waive informalities, select alternatives, and reject any or all responses, in the event such appears to be in the best interest of the System.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.7 Bid Offer Firm

Responses to this RFB, including prices, will be considered firm for ninety (90) days after the due date for receipt of bids.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.8 Disclosure of Bid Contents

The bids will be kept confidential until the contracts are awarded. At that time, all bids and documents pertaining to the bids will be open to the public.

All responses become a matter of public record at award. The System accepts no responsibility for maintaining confidentiality of any information submitted with any response whether labeled confidential or not.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.9 No Obligation

This RFB in no manner obligates Alabama Community College System or any authorized entity to the lease or purchase of any products or services offered until a contract is awarded and vendor receives a valid purchase order from an authorized procuring entity.

The System has the right to cancel any contract, for cause, including, but not limited to, the following: (1) failure to deliver within the terms of contract; (2) failure of the product or service to meet specifications, conform to sample quality, or to be delivered in good condition; (3) misrepresentation by the vendor, (4) fraud, collusion, conspiracy, or other unlawful means of obtaining any contract with the state; (5) conflict of contract provisions with constitutional or statutory provisions of state or federal law; and (6) any other breach of contract.

Termination - the System reserves the right, for its convenience and without cause or penalty, to terminate any agreement with 30 days written notice.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.10 Legal Review

The System requires that all vendors agree to be bound by the General Requirements contained in this RFB. Any vendor concerns must be promptly brought to the attention of Alabama Community College System.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.11 Governing Law

The vendor shall observe, perform and comply with or require compliance with all federal, state, and local laws, ordinances, rules and regulations and all amendments thereto which in any manner may affect the operation of vendor's activities undertaken pursuant to this Agreement. The vendor shall also comply with all state and local building, fire, health, zoning laws, codes and/or regulations that affect or that are applicable to vendor's activities and operations hereunder. This RFB and the final agreement shall be governed and construed in accordance with the laws of the State of Alabama without giving effect to any choice-or-conflict-of-laws, provision, or rules (whether of the State of Alabama or any other jurisdiction) that would cause the application of the laws of any jurisdiction other than those of the State of Alabama.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.12 Basis for Bid

Only information supplied by the System in writing or in this RFB should be used as the basis for the preparation of vendor responses.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.13 Agreement Terms and Conditions

The agreement between the System and the vendor will follow the format specified and contain the terms and conditions outlined in this request. However, Alabama Community College System reserves the right to negotiate with a successful vendor provision in addition to those contained in this RFB. This RFB, as revised and/or supplemented, and the successful vendor's response will be incorporated into and become part of the agreement.

Vendors are encouraged to submit specific alternate language to the terms and conditions, that vendor believes would enhance the efficient administration of the agreement or result in lower product prices or both. The System may or may not accept the alternative language. General references to the vendor's terms and conditions or attempts at complete substitutions are not acceptable and will result in disqualification of the vendor's response.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.14 Vendor Qualifications

The Evaluation Committee may make such investigations as necessary to determine the ability of the vendor to adhere to the requirements specified within the RFB. The Evaluation Committee will reject the bid of any vendor who is not a responsible bidder or fails to submit a responsive offer as defined.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.15 Change in Vendor Representatives

The System reserves the right to require a change in vendor representatives if the assigned representatives are not meeting its needs adequately.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.16 Equipment and Services Schedules

The vendor may offer only those products and services that are included on the Equipment and Services Schedule (ESS). Vendors shall keep the schedule current and correct on an Internet website maintained by the vendor and shall reflect changes in technology in accordance with the terms and conditions of the contract.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.17 Benefit of Cost Reduction

The System is to be given the benefit of any reduction in price below the quoted price during the term of this contract. Examples include but are not limited to, manufacturer price reductions and special promotional offerings.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.18 Bid Terms

By submitting a response, the vendor agrees that this contract is to be governed by the terms and conditions set forth in the bid. Any exceptions to the specifications must be clearly identified in the last section of the vendor's response.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.19 Fiscal Funding

The continuation of the contract is contingent upon the appropriation of funds to fulfill the requirements of the contract by the legislature. If the legislature fails to appropriate sufficient monies to provide the continuation of a contract, the contract shall terminate on the date of the beginning of the first fiscal year for which funds are not appropriated.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.20 Insurance

The vendor shall bear the full and complete responsibility for all risk of damage or loss of equipment, products, or money resulting from any cause whatsoever and shall not penalize the System for any losses incurred in association with this agreement. Any insurance policy or policies shall cover the entire travel service operation at the System including all areas that may in the future be placed under the control or use of the vendor. The vendor shall maintain, during the life of this contract, the following minimum insurance:

KIND OF INSURANCE	MINIMUM LIMITS OF LIABILITY
Worker's Compensation	Statutory – Alabama
Employer's Liability	\$2,000,000 (each employee, each accident and policy limit)
Commercial General Liability:	
Each Occurrence	\$2,000,000
Personal and Advertising Injury	\$2,000,000
Products/Completed Operations	\$2,000,000
General Aggregate	\$3,000,000
Automobile Liability	\$2,000,000 each accident – combined single limit

These policies shall contain a thirty- (30) day written notice to the System before cancellation, reduction or other modification of any kind to the required coverage.

The vendor, at its cost, must provide acceptable evidence of compliance with the worker's compensation insurance requirements of the State of Alabama. In the event the vendor fails to maintain and keep in force, all of the insurance and Worker's Compensation coverage listed above, the System shall have the right to terminate this contract. The System and vendor shall each be listed as the named insured in said policy (ies) so that each is independently protected to the face amount of the policy.

Upon notification of award and prior to issuance of contract, the vendor shall provide the System with certification of insurance with the required kinds of insurance and minimum liabilities specified, issued by an insurance company licensed to do business in the State of Alabama and carrying an AM Best rating of A- or better, signed by an authorized agent. In the event of cancellation, material change or intent not to renew any of the insurance requirements specified, thirty (30) days written notice shall be given to the System by the party initiating any revision.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.21 New Products

Unless specifically called for in this request, all products for purchase must be new, never previously used, and the current model and/or packaging. No remanufactured, demonstrator, used, or irregular product will be considered for purchase unless otherwise specified in the request. The manufacturer's standard warranty will apply unless otherwise specified in the request. All equipment should be supplied complete, ready to be installed, including all cabling and connectors where applicable.

CT Integrated Solutions, Inc. has read, understands, and will comply.

SPECIFICATIONS

This section contains specifications and relevant information vendors should use for the preparation of their responses.

Vendors should respond as described to each specification. The responses along with the required supporting material will be evaluated and awarded points accordingly.

3.22 Products and Services Delivery Overview

Vendors must describe their ability to provide professional services, technology equipment including related products and support services to the System and the various authorized entities. The response to this requirement should, at a minimum, include a map with an indication of the locations where products may be delivered plus the number and type of support personnel or other resources that may be employed to service procuring entity purchase orders (a very basic example map for a fictitious company is provided in Appendix B). The narrative in response to this specification should include, at a minimum, a general overview of the proposed services and an overview of how the services are to be provided in the locations indicated.

Vendors must thoroughly describe their procedures for resolving customer problems and complaints including timelines and escalation measures.

Vendors must submit customer satisfaction statistics or survey results concerning the quality of the products and/or services offered.

Vendors must thoroughly describe their ability to provide value added technical services including installation, training or directly related optional services and the geographic area where the services may be provided. Vendors should provide a map with an indication of the locations where each type of value-added service may be provided.

CT Integrated Solutions, Inc. has read, understands, and will comply. CT Integrated Solutions, Inc. offers the below information and service offerings.

About CT Integrated Solutions, Inc.

CT Integrated Solutions, Inc. is a full-service, low voltage and structured cabling contractor, as well as licensed electrical contractor specializing in the many aspects of today’s technology needs. We are a licensed general contractor in the state of Alabama and our expertise includes the design and installation of the following:

Voice & Data Infrastructure	Paging Systems	Gate/Turnstile Systems
Fiber Infrastructure ISP/OSP	Mass Notification Systems	IP Clock Systems
Cell Phone Booster Systems	Video and CCTV Systems	Underground Directional Boring
Emergency Responder Signal Booster Systems	Access Control Systems	Fiber splicing/emergency repairs

Our depth of experience with technology and project management allows us to provide superior levels of service and quality. We have 2 BICSI Certified RCDD’s on staff with over 30 years of combined experience. Our accomplished field technicians combine expertise and top-tier attention to detail to drive excellence and set us apart from many other companies. Our lead technicians have, on average, 20 years of experience in leading and installing projects.

Our broad customer base showcases our abilities and technical experience in numerous varied settings. Clients include industrial companies, healthcare, government agencies, K-12 schools, colleges and universities, commercial markets, and several Fortune 500 companies.

CT Integrated Solutions, Inc. works with a vast array of manufacturers to equip our customers with the best solutions for their projects. We offer a wide range of services to position ourselves as a comprehensive provider for our clients' low voltage needs.

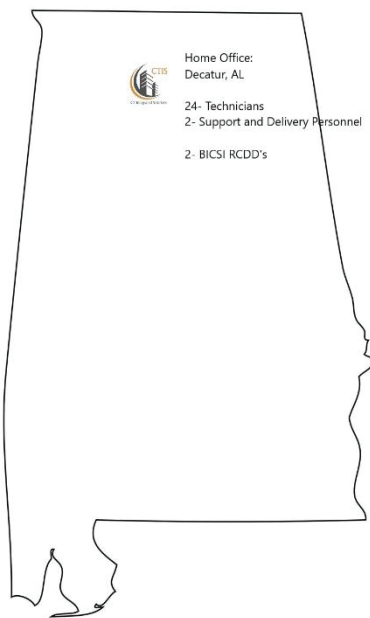
Manufactures Include:



Services Overview

This response is for the Professional Services portion of the Joint Purchasing Agreement. CT Integrated Solutions, Inc. is a low voltage integrator that provides a tremendous amount of knowledge and expertise in the design and installation of copper and fiber infrastructure as well as many other low voltage systems. We are certified installers for several manufacturers in the industry encompassing varied systems. CT Integrated Solutions, Inc. will provide value-added design, installation, and certification of fiber and copper networks for data, voice, video, mass notification, access control, emergency response radio boosters, and many other low voltage systems. Our services also include fiber splicing for ISP/OSP fiber along with installation and design of OSP infrastructure.

Geographical Coverage



Although our home office is in Decatur, AL, CT Integrated Solutions, Inc. covers all of Alabama as well as customers in Texas, Oklahoma, and Tennessee. For the purposes of this bid, CT Integrated Solutions, Inc. will cover each site listed in the RFB. Many of our technicians work daily in the North Alabama region while others are dedicated to routine needs throughout the state. With over 20 technicians, we have the expertise and manpower to cover clients throughout the state.

Providing Service

With the successful award of contract through the JPA, CT Integrated Solutions, Inc. will reach out to client organizations for introduction and service capabilities. Although we currently provide service for several of the partner organizations, we will inform them of our addition to the JPA. Members of the JPA can initiate a request for service by emailing any of our contacts or reaching us by phone. If not immediately reached, our contact will respond the same business day dependent on time of request and urgency. If a site visit is required, one will be scheduled at that time. We will coordinate service and site visits with the clients based on their timeframes and urgency needs. Once work tasks or services are known, CT Integrated Solutions, Inc. will provide a quotation to the client based on the requirements and provisions of the JPA. Once a work order or purchase order is received, work will then be scheduled as

per client requests. The lead technician will coordinate with the requestor for time and day(s) of service. At job completion, CT Integrated Solutions, Inc. will provide an invoice to the requestor or institution, and the contract administrator will send a follow up email to the requestor to verify all aspects of service were completed as requested.

Customer Satisfaction and Problem Resolution

CT Integrated Solutions, Inc. prides itself on customer satisfaction and always takes the customer-first approach. This is evident in the many long-lasting relationships we enjoy with our customers. In the unlikely event of customer complaints and problems, the issues will be escalated directly to one of the contract administrators for resolution. If technical issues arise, CT Integrated Solutions, Inc. will use its network of vendors, manufacturers, and product engineers to come to a timely resolution. Upon completion of work included in this contract, CT Integrated Solutions, Inc. will send customer feedback forms to requestors or project leaders.

Technical Support

Customers can reach us at our office contact number or cell phones after hours. All supervisors and techs can be reached on email 24/7 directly or through our contact button on our website. All emails from our website will route directly to the field supervisor who will respond and dispatch if needed. Emergency requests can be dispatched within 4 hours should the need arise. For example, if a client calls after hours about a possible broken fiber and needs splicing service, we can dispatch a crew within 4 hours.

Requests for service will be answered the same business day by contacting the client to set up a site visit should it be deemed necessary.

Value Added Services

CT Integrated Solutions, Inc. has formed strong relationships with vendors and manufacturers in the telecom industry. We can connect our customers to the strong networks we have built to help them gain knowledge, training, and effective planning. In addition, our experienced team is always available to help with questions and provide information on a broad range of products.

3.23 Reporting

Vendors must agree to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request. Quarterly reports must be submitted to The System Office to JPA-Notification@accs.edu. The electronic copy must be in the form of a PDF file. Vendors must describe their ability and commitment to meet this requirement and include a sample quarterly report with the bid response. The required report must be compiled and forwarded to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. Vendors may count quarters either from the calendar (i.e., the end of March will be the end of the first quarter) or from the time we awarded you the bid (i.e., May 1 will be the end of the first quarter). An example of the required reporting format is included in Appendix C. Failure to provide the required report in the specified format could result in removal from the contract.

Vendors are encouraged to describe and include additional sample reports. Vendors are encouraged to describe other reporting capabilities such as electronic delivery of reports or direct access to Internet or other databases that may be used to administer the agreements or support marketing.

CT Integrated Solutions, Inc. has read, understands, and will comply.

CT Integrated Solutions, Inc. agrees to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request. Quarterly reports will be submitted to The System Office to JPA-Notification@accs.edu in PDF format within two weeks of end of quarter.

Quarterly Usage Report

Quarter 1 (January 2021 – March 2021)

Contract Awards:		
University of AL Huntsville		\$ 21,000
Fiber Splicing	\$11,050	
Access Control Cabling	\$9,950	
Athens State University		\$ 18,300
Cat6 Cabling Install	\$11,600	
Fiber Backbone	\$6,700	
University of North AL		\$71,180
Camera Network Cabling	\$27,920	
OSP Fiber Install	\$43,260	
<u>TOTAL</u>		\$110,480

3.24 Electronic Commerce

Vendors must describe their ability to provide and maintain, at a minimum, an Internet website that contains the complete ESS as well as product specifications and options. Vendors are encouraged to describe an existing capability or commitment to implement a website that would provide procuring entities guidance and assistance with product selection, purchase order tracking, reporting or other relevant capability. The ability or commitment to accept and process purchase orders electronically should be thoroughly described. Internet URL's may be provided which reference sites that demonstrate the desired functionality.

CT Integrated Solutions, Inc. has read, understands, and will comply.

With the ever-changing landscape of our work and services along with the volatility in today's supply chain system, CT Integrated Solutions, Inc. does not currently use Electronic Commerce. Each project is unique and routinely requires mobility to adapt to different variables. If requested, CT Integrated Solutions, Inc. can provide a system beneficial to all parties.

3.25 Breadth of Offering

Vendors must, at a minimum, offer products or services in at least one of the following categories:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers
- Monitors
- Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance Solutions
- Key and Access Control Equipment
- Software
- Professional Services
- Other

Vendors must provide a comprehensive list of the models or variations available in each of the following categories for which a vendor offers products:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers
- Monitors
- Storage

- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance Solutions
- Key and Access Control Equipment
- Software
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the breadth of the product line flexibility and performance.

Vendors must provide, at a minimum, a licensed operating system with each type of processor, where applicable. Vendors must provide a list of the operating systems for each of the following categories of processors:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
- Servers
- Networking Equipment
- Audio and Video Conferencing Equipment
- VOIP/Unified Communications Solutions
- Key and Access Control Equipment
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of operating systems that are proposed.

Vendors may propose and provide a wide range of the general-purpose software products. Vendors may provide a summarized list of the general-purpose software that is proposed for each of the following categories of processors:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
- Servers
- Networking Equipment
- Audio and Video Conferencing Equipment
- VOIP/Unified Communications Solutions
- Video Surveillance solutions
- Key and Access Control Equipment
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of general-purpose software products that are proposed.

Vendors may propose and provide a wide range of the technical services including installation, training and technical support:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers Printers Monitors Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance solutions
- Key and Access Control Equipment
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of technical support services that are proposed.

CT Integrated Solutions, Inc. has read and understands.

CT Integrated Solutions, Inc. offers design, installation, integration, and certification of fiber and copper infrastructure and cabling for voice, data, CCTV, access control, signal booster systems, and many other low voltage systems. As part of this Professional services offering, we also provide fiber splicing services for day-to-day issues as well as after-hours emergency work. With our certified installers, we have the ability to offer 30 years to lifetime warranty on many of our turnkey infrastructure installs.

3.26 Primary Account Representatives

Vendors must identify by name and location both the proposed primary account representative and the marketing supervisor who will be responsible for the performance of the agreement. Any changes to this information must be immediately sent to the Joint Purchase Agreement Administrator.

CT Integrated Solutions, Inc. has read and understands. Account representatives listed below.

Tim Dawes, RCDD
Owner
CT Integrated Solutions, Inc.
tdawes@ctisgroup.com
Office: 256-822-8118
Cell: 256-898-4513

David Robinson, RCDD
Division Manager
CT Integrated Solutions, Inc.
drobinson@ctisgroup.com
Office: 256-822-8118
Cell: 256-654-4299

*The above numbers can be used for 24/7 support.

3.27 REFERENCES

Vendors must submit three (3) references of entities of like size and complexity, and/or entities that have or are currently receiving similar products and services to those proposed by the vendor for this procurement. Each reference must include the name of the contact person, address, telephone number and description of products and services provided.

CT Integrated Solutions, Inc. has read and understands. References listed below.

University of North Alabama

Randall Phifer

Assistant Director, Network and Infrastructure

256-765-4153

Copper and Fiber infrastructure cabling, OSP Fiber Services

University of Alabama in Huntsville

Quanteaus Jones

Assistant Director, Facilities Maintenance

UAH Facilities

256-824-2544

Cabling installation and programming for access control for UAH Housing

Huntsville Hospital

Kenneth Grover

Network Design Analyst III

IT Department

256-280-6938

Copper and Fiber infrastructure for Sivley Tower

Kohler Co., Huntsville, AL

Barry Barnett

IT Director

256-461-1533

Copper and Fiber installations existing plant and new construction

3.28 Pricing Level and Guarantee

Vendors must submit with their responses a narrative that describes the baseline (published) pricing and the initial pricing level discount that is proposed, by product class or category in the ESS. The response to this specification is expected to be in the form of a percentage discount from a published, baseline price listing. Vendors must describe the baseline pricing and provide information where the baseline pricing may be accessed and verified.

Firm Price – Initial quoted discount levels must remain constant throughout the term of this agreement, subject only to subsequent increased discount amounts.

CT Integrated Solutions, Inc. has read and understands. Pricing listed below.

Pricing Overview

CT Integrated Solutions, Inc. understands that each project, work order, etc. has its own unique circumstances. CT Integrated Solutions, Inc. will provide all educational discounts as well as project pricing if available for all products sold to ACCS clients. Depending on scope and size of projects, these discounts can change. With so many different parts and materials used in projects and the volatility of today's manufacturing timelines, we are unable to provide fixed pricing for every part used and sold. CT Integrated Solutions, Inc. is committed to providing clients in this JPA with the best possible pricing. We will use all of our resources and relationships to achieve this goal. Listed below are our rates and also some commonly used products pricing.

CT Integrated Solutions Rates:

Class	Regular Rate	Overtime Rate	Hourly Minimum	Travel
Pre-Installation	\$50.00*	-	-	No charge
Lead Technician	\$65.00*	\$97.50	2	Billed as incurred**
Technician	\$50.00*	\$75.00	2	Billed as incurred**

* This rate represents highest rate charged. Discounts will be applied depending on scope.

**Travel costs incurred will be billed at cost. Travel time will only be billed at regular rate.

Common Products and Pricing-Below pricing includes labor and material

<u>Copper Cabling</u>	<u>1-10 cables</u>	<u>11-20</u>	<u>21+</u>	<u>Comments</u>
Cat 6 Plenum Cables With connectors at each end	\$220/ea	\$200/ea	\$190/ea	Includes: cable, straight time labor, faceplate, jacks, labeling, testing, and 2 patch cords. Pricing excludes equipment rental, overtime, patch panels, and travel costs if incurred.
Cat 6A Plenum Cables With connectors at each end	\$280/ea	\$265/ea	\$255/ea	See Above
RG6 Plenum Cables With connectors at each end	\$225/ea	\$205/ea	\$195/ea	See Above

<u>Multimode Fiber Optic Cabling</u>	<u>Base Price</u>	<u>Per Foot add</u>	<u>Comments</u>
OM3 Plenum 6 strand	\$500.00	\$6.00	Includes: Fiber Cabling, straight time labor, (2) Fiber LIU's (rack or wall mount), Corning unicom LC connectors, testing, certification. Excludes: equipment rental, overtime, innerduct, and travel costs if incurred.
OM3 Plenum 12 strand	\$1,000.00	\$7.00	See Above Comments
OM3 Plenum 24 strand	\$1,500.00	\$10.00	See Above Comments
OM4 Plenum 6 strand	\$550.00	\$7.00	See Above Comments
OM4 Plenum 12 strand	\$1,100.00	\$10.00	See Above Comments
OM4 Plenum 24 strand	\$1,850.00	\$13.00	See Above Comments
OM3 Armored 6 strand	\$600	\$8.00	See Above Comments
OM3 Armored 12 strand	\$1100	\$10.00	See Above Comments
OM3 Armored 24 strand	\$1,850	\$13.00	See Above Comments
<u>Singlemode Fiber Optic Cabling</u>			
OS2 Plenum 12 strand	\$500	\$7.00	See Above Comments
OS2 Plenum 24 strand	\$1500	\$13.00	See Above Comments
OS2 Armored 12 strand	\$1,100	\$12.00	See Above Comments
OS2 Armored 24 strand	\$1,850	\$13.00	See Above Comments

*Fiber cabling pricing will be discounted from above prices on lengths over 1000'.

Current manufacturing delays and lead times are presenting major delays and problems with projects. CT integrated Solutions, Inc. will do its best to present alternative products and solutions as needed for urgent projects/requests. We have the expertise to help mitigate problems in the supply chain.

3.29 Oral Presentation and Demonstration

If selected as a finalist, vendors agree to provide the Evaluation Committee the opportunity to meet with and question the proposed primary account representative at the oral presentation (if deemed necessary by the Evaluation Committee). The proposed primary account manager is expected to conduct the presentation. Vendors will be required to demonstrate their Internet based reporting and electronic commerce capabilities to the Evaluation Committee.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.30 Equipment and Services Schedule

Vendors must submit with their responses a complete Equipment and Services Schedule including all the products and services offered, at the initial pricing level stated in response to section 3.25.

The ESS may be submitted in a single file, PDF format on a compact disc, USB drive, or made available via a website.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.31 Scope of Work

The vendor shall deliver computing system products and services to procuring entities in accordance with the terms of this agreement. Accordingly, the vendor shall provide products or services only upon the issuance and acceptance by vendor of valid “purchase orders”. Purchase orders will be issued to purchase the license for software or to purchase or lease products listed on the ESS. A procuring entity may purchase any quantity of product or service listed in the ESS at the prices stated therein. For large orders, the procuring entity may negotiate quantity price discounts below the ESS price(s) for a given purchase order. Vendor may offer authorized educational institutions educational price discounts that result in prices below the ESS listed prices.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.32 Title Passage

Title to equipment shall pass to the procuring entity upon acceptance of equipment.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.33 Quantity Guarantee

This agreement is not an exclusive agreement. Procuring entities may obtain computing system products and services from other contract awarded vendors during the agreement term.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.34 Order of Precedence

Each purchase order that is accepted by the vendor will become a part of the agreement as to the products and services listed on the purchase order only; no additional terms or conditions will be added to this agreement as the result of acceptance of a purchase order. In the event of any conflict among these documents, the following order of precedence shall apply:

- A. the terms and conditions of this RFB
- B. exhibits to this agreement
- C. the list of products and services contained in the purchase order
- D. vendor's response

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.35 Payment Provisions

All payments under this agreement are subject to the following provisions:

A. Acceptance

The procuring entity shall determine whether all products delivered to it meet the vendor's published specifications. No payment shall be made for any products until the products have been accepted by the procuring entity.

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Unless otherwise agreed upon between the procuring entity and the vendor, within thirty (30) days from the date the procuring entity receives written notice from the vendor that payment is requested for services or within thirty (30) days from the receipt of products, the procuring entity shall accept or reject the products or services.

B. Payment of Invoice

Payments shall be submitted to the vendor at the address shown on the invoice. Payment shall be tendered to the vendor within thirty (30) days from acceptance.

In the event an order is shipped incomplete (partial), the procuring entity must pay for each shipment as invoiced by the vendor unless the procuring entity has clearly specified "No Partial Shipments" on each purchase order.

C. Invoices

Invoices shall be submitted to the procuring entity.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.36 Shipment and Risk of Loss

Vendor must ship all products F.O.B. destination regardless of price discounts. Risk of loss or damage to the products shall pass to the procuring entity upon delivery to the procuring entity. Vendor agrees to assist the procuring entity with the processing of claims for such loss or damage and to expedite

the processing of claims for such loss or damage and to expedite replacement of lost or damaged products. Destination charges shall be included in the product price on the ESS.

All license agreements or sales order contracts, which must be signed prior to delivery of proposed items, must be included with the bid for review by the System. Documents not submitted with the response will not be considered at a later date. In all cases, should there be a conflict of terms and conditions, those terms and conditions in this REQUEST and any resulting System purchase order will prevail.

Whenever a procuring entity does not accept any product and returns it to the vendor, all related documentation furnished by the vendor shall be returned also. The vendor shall bear all risk of loss or damage with respect to returned products except for loss or damage directly attributable to the negligence of the procuring entity.

Unless otherwise agreed upon by the procuring entity, the vendor is responsible for the pick-up of returned equipment. Software and documentation will be returned via U.S. Mail at the expense of the procuring entity.

Unless otherwise arranged between the procuring entity and vendor, all shipments of products shall be by vendor truck, UPS, or Federal Express Second Day (or other way, specify).

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.37 Warranties

At a minimum, the products shall be covered under the manufacturer's warranties in effect at the time the products are delivered or the warranties in effect at the time of contract award, whichever is most beneficial to the procuring entity.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.38 Price Guarantees

The procuring entity shall pay the lower of the prices contained in the ESS or an announced promotion price, educational discount price, general price reduction or large order negotiated price. Only general price reduction decreases will apply to all subsequent orders accepted by vendor after the date of the issuance of the revised prices. Vendor agrees to maintain ESS product prices in accordance with the volume price discount guarantees filed. Prices set forth in the ESS are subject to decrease without prior notice. Special pricing discounts offered by successful bidders after the award of bids shall remain in effect for a minimum of 30 days.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.39 Technical Support

The vendor agrees to maintain a toll-free technical support telephone line. The line shall be accessible to procuring entity personnel who wish to obtain competent technical assistance regarding the installation or operation of products supplied by the vendor.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.40 Product Delivery

Vendor agrees to deliver products to procuring entities within 30 days after receipt of a valid purchase order unless otherwise negotiated with procuring entity.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.41 Impracticality of Performance

A party shall be excused from performance under this agreement for any period that the party is prevented from performing as a result of an act of God, strike, war, civil disturbance, epidemic, or court order, provided that the party has prudently and promptly acted to take any and all steps that are within the party's control to ensure performance. Subject to this provision, such non-performance shall not be deemed a default or a ground for termination.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.42 Records and Audit

Vendor agrees to maintain detailed records pertaining to the price of services rendered and products delivered for a period of three years from the date of acceptance of each purchase order. These records shall be subject to inspection by the procuring entity and appropriate governmental authorities with the state of Alabama. The procuring agency shall have the right to audit billings either before or after payment. Payment under this agreement shall not foreclose the right of the procuring entity to recover excessive or illegal payments.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.43 Use of Subcontractors

The vendor may subcontract installation, training, warranty or maintenance services. However, the vendor shall remain solely responsible for the performance of this agreement. All procuring entity payments for products or services shall be made directly to the vendor. If subcontractors are to be used, the name of the authorized subcontractor(s) shall be identified in the applicable participating addendum(s).

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.44 Indemnification

The vendor shall indemnify and hold harmless the System from any loss, cost or expense suffered or incurred in connection with any claim, suit or proceeding brought against the System so far as it is based on defects in products provided to the System.

The vendor hereby covenants and agrees, at its sole cost and expense during the term of this agreement, to indemnify and hold harmless the System and its officers, agents and employees against and from any and all claims or demands by or on behalf of any person, firm, corporation or governmental authority, arising out of, attributable to or in connection with the use, occupation, possession, conduct or management of the vendor concerning the equipment or services performed and rendered hereunder, including, but without limitation, any and all claims for injury or death to persons or damage to property or any and all claims for Patent, Trademark, Copyright, Intellectual Property, or Trade Secret Infringement. The vendor also covenants and agrees, at its sole cost and expense, to hold the System and its officers, agents, and employees from and against all judgments, costs, counsel fees, expense and liabilities incurred in connection with any such claim and any action or proceeding brought thereon, and in case any action is brought against the System or against any of its officers, agents, or employees, by reason of any such claim, the vendor upon notice from the System will resist and defend such action or proceeding by qualified counsel. However, the provisions of this Section shall not apply to any claims arising from the negligent or willfully wrongful acts or omissions of the System, or its officers, agents, or employees.

For the purposes of paragraph 3.44, the term, the System, shall include all entities listed in Appendix A or any subsequent revision thereof and their respective officers, directors, employees, agents and assigns.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.45 Website Maintenance

Vendor agrees to maintain and support an Internet website for access to the ESS, configuration assistance, product descriptions, product specifications and other aids in accordance with instructions provided by the contract. In addition, vendor may provide electronic commerce assistance for the electronic submission of purchase orders, purchase order tracking and reporting.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.46 Ethics

The vendor warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this agreement.

If any owner, officer, partner, board or director member, employee, or holder of more than 5% of the fair market value of your firm or any member of their households is a public official or public

employee (including the System) as defined by the Code of Alabama Section 36-25-1, this information must be included in your response. Failure to disclose this information in your response will result in the elimination of your response from evaluation. If your firm is awarded any contract as a result of this request, the System reserves the right to furnish a copy of any resulting contract to the State of Alabama Ethics Commission as directed in the Code of Alabama, Section 36-25-11, within ten (10) days of award.

System employees are not allowed to accept personal gifts or gratuities.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.47 Replacement Parts

Replacement parts may be refurbished with agreement of procuring entity.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.48 FCC Certification

The vendor agrees that hardware supplied by the vendor meets all applicable FCC Certifications. Improper, falsely claimed or expired FCC certifications are grounds for contract termination.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.49 Site Preparation

A procuring entity shall prepare and maintain its site in accordance with written instructions furnished by the vendor prior to the scheduled delivery date of any equipment or service and shall bear the costs associated with the site preparation.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.50 Assignment

The vendor shall not assign nor transfer any interest in this agreement or assign any claims for money due or to become due under this agreement without prior written approval from procuring entity.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.51 Survival

Certain paragraphs of this agreement including but not limited to Patent, Copyright, Trademark, and Trade Secret Indemnification; Indemnification; and Limit of Liability shall survive the expiration of this agreement. Software licensees, lease, warranty and service agreements that were entered into under the terms and conditions of this agreement shall survive this agreement.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.52 Lease Agreements

Vendor may lease equipment to procuring entities in accordance with terms and conditions approved by the appropriate governing authority for the procuring entity.

CT Integrated Solutions, Inc. has read, understands, and will comply.

3.53 Vendor Disclosure Statement

Act 2001-955 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of \$5,000. In circumstances where a contract is awarded by competitive bid, the disclosure statement shall be required only from the person receiving the contract and shall be submitted within ten (10) days of the award.

Upon being awarded the contract, Alabama State Law requires that the vendor must complete a Vendor Disclosure Statement. The 2-page form and the instructions are available online as noted per Appendix D. The form is required by the vendor and covers the duration of the bid.

Vendor agrees, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama in compliance with the Beason-Hammon Alabama Taxpayer & Citizen Protection Act (Act 2011-535). Upon being awarded the contract, Alabama State Law requires that the vendor must complete the Business Entity Employer Contractor Compliance form as proof that the vendor has enrolled in the E-Verify program as required by state law. The form and the instructions are available online as noted per Appendix D. E-Verify documentation, which is unavailable due to the Federal Government shutdown, will be deferred until such documentation may be obtained from any federal agency.

It is furthered agreed that the terms and commitments contained herein shall not constitute a debt of the State of Alabama in violation of Section 213 of the Constitution of Alabama of 1901, as amended by Amendment Number 26. If any provision of the agreement shall contravene any statute or constitutional provision, either now in effect or which may be enacted during the term of this agreement, then the conflicting provision of this agreement shall be deemed null and void. Vendor understands, acknowledges, and agrees that its sole and exclusive remedy for any claim which may arise for or relate to this agreement is to file a claim with the Board of Adjustment of the State of Alabama.

In compliance with Act 2016-312, the vendor hereby certifies it is not currently engaged in, and will not engage in, the boycott of a person or an entity based in or doing business with a jurisdiction with which this state can enjoy open trade.

CT Integrated Solutions, Inc. has read, understands, and will comply.



June 5, 2020

Re: State of Alabama

To Whom It May Concern:

Thank you for choosing Valcom Products.

This letter is to acknowledge that CT Integrated Solutions located in Decatur, AL is an authorized reseller of Valcom systems.

Valcom products are manufactured in our state of the art facility located in Roanoke, VA.

Sincerely,



John W. Mason

President

cc: T. Thomas/file

Tim Dawes, CT Integrated Solutions

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