ALABAMA COMMUNITY COLLEGE SYSTEM & HIGHER ED.

Joint Purchasing
Agreement Request for Bid

Date: January 4th, 2024
Bid #: **ACCS-2024-01**
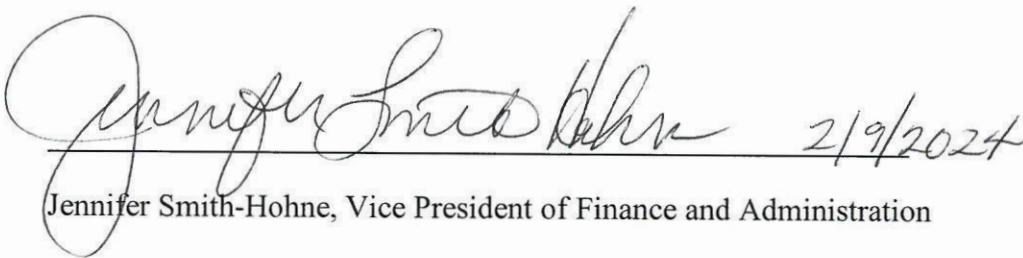Submission Deadline: February 9th, 2024, at 5:00 PM CST

Letter of Transmittal

Bid #: ACCS-2024-01

The submitting organization is Vision Southeast Companies, Inc. DBA Vision Security Technologies.

The person authorized by the organization to contractually obligate the organization and negotiate the contract on behalf of the organization is Vice President of Finance and Administration, Jennifer Smith-Hohne. Her phone number is 205-520-8382. For clarification you may contact Senior Vice President Del Deason at 205-994-9412.

Vision Southeast Companies, Inc. accepts the conditions governing the procurement and acknowledges receipt of all amendments to this RFB.

Jennifer Smith-Hohne   2/9/2024

Jennifer Smith-Hohne, Vice President of Finance and Administration

6.5 Appendix E - Evaluation Submission Form

The purpose of this form is to provide a single summary document per submitting vendor, that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to jpa-notification@accs.edu

Vendor Name:_____   Date:_____

Website Address:_____

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)			
Senior Account/Sales Manager(s) (by region if necessary)			
Account/Sales Manager(s) (by region if necessary)			
Technical Support			

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information related to your bid response.

	Document Name	Page Number(s)
Product and Services Delivery Overview		
Geographic Coverage		
Availability of Technical Support		
Problem Resolution		
Customer Satisfaction		
Value Added Services		
Reporting		
Electronic Commerce		
Breadth of Offering		
Primary Account Representative		
References		
Pricing Level and Guarantee		

TABLE OF CONTENTS

VISION
SECURITY TECHNOLOGIES

*Letter from CEO & Founder
Barry Komisar*

Welcome to the story of Vision Security Technologies, a leading security systems integrator that I founded in 2000 in Birmingham, Alabama. With my prior 8 years experience in the industry and having an entrepreneurial spirit, I had a VISION.
I am extremely proud to now be approaching our 23rd anniversary.

We started with two people and have grown to a staff of over 45 tremendous team members. We have assembled a team which is, and will continue to be, a major key to our success. Of course, success can be measured in many ways. One obvious measure has been our rapid and continuous growth. The entire security industry as a whole has seen major expansion and we see it continuing.

Another key to our success is our impressive list of clients. We actually refer to clients as partners because we do just that, partner with them. This has been one of our key differentiators as we feel it is necessary for the long term success of our relationships.

At Vision Security Technologies we strive to provide our partners with state-of-the-art solutions to meet their ever changing electronic security needs.

We received the Commercial/Industrial Installation of the Year Award for our installation at Hyundai Manufacturing in Montgomery at the 2007 International Security Conference. This was the top award for the best security installation in the entire country. We remain extremely proud of the recognition for that major accomplishment.

We are continuing to grow. We have had a branch office in Tuscaloosa for over 15 years. We opened a branch office in Mobile to service the gulf coast region 3 years ago. We recently moved into a larger branch office in Nashville after being in that market for over 13 years. We now have Vision team members based in Memphis, serving west Tennessee and north Mississippi.

Even though our story encompasses 23 years, we feel like it is just the beginning. We are definitely looking forward to securing your world.

VISION
SECURITY TECHNOLOGIES
Integrated Systems ● Innovative Solutions

**Birmingham Headquarters
Tuscaloosa Office
Gulf Coast Office
Nashville Office**

www.visionsecuritytechnologies.com

Letter from CEO & Founder
Barry Komisar

We are excited about the opportunity to continue working with Alabama Community College System & Higher ED to maintain and grow the Integrated Security Management System.

Services provided via this agreement will include but are not limited to the installation and support of video surveillance and access control. Design, hardware, software and maintenance support are all expected tasks.

Vision Security Technologies acknowledges and takes no exception with the described terms and conditions of this RFP.

Sincerely yours,

Barry Komisar

VISION
SECURITY TECHNOLOGIES
Integrated Systems ● Innovative Solutions

Staffing / Support / Qualifications

Qualifications and Standards

Vision Security Technologies, Inc.

Vision Security Technologies, Inc. is a twenty-two year old Birmingham, Alabama based security systems integrator that specializes in the design, sales, installation, and maintenance of integrated security management systems. Through the utilization of video surveillance, access control, intrusion, and audio components, we design and install systems for a wide variety of entities, such as universities, shopping malls, office complexes, healthcare, manufacturing, and city/state/federal government facilities.

We have valuable insight of the initial design and implementation of the existing Integrated Security Management Systems at Auburn University, University of Alabama and Vanderbilt University.

We have dedicated installation, engineering, project management and service departments for each of the key phases that are essential to providing you with an integrated security management solution. With all of our departments working together as a team it allows us a strong quality control program. Each department has policies and procedures in place to make sure our partner is satisfied. Each department is involved throughout the entire installation process. The key to an effective quality control program is constant communication.

Account Management *and Consulting*

All our key accounts are assigned an Account Manger that will communicate on a regular basis. Our professional and experienced account manager's primary responsibility is to maintain strong relationships with our partners. They will assess your needs and assist with the design of your system, its additions, and maintenance.

Design

Our goal is to provide knowledgeable, reliable, and cost-effective system design. We strive to always be a leader in our industry by staying on top of the latest technologies and providing our partners a state of the art system design.

Engineering

Our engineering depart has changed the most within our dynamic company. We have been strengthening our staff with the addition of some new key IT personnel.   Our engineering group boasts "master" or "enterprise" level training with our major partners.

Project Management

Vision Security Technologies is extremely proud to boast about our three Certified Security Project Managers. **"Certified Security Project Manager",** CSPM is a nationally recognized professional accreditation for project managers involved in the design and installation of security systems. Certification is given only to those individuals who have demonstrated proficiency in every aspect of project management as it relates to security systems. The certification program is designed specifically to meet the "practical" aspect of designing and managing security projects. Codi Schoggen, Senior Project Manager, leads our operations group. He along with Jonathan Finley and Justin Tadlock each have extensive experience managing large complex projects.

Installation Experience

Each system is comprised of state-of-the-art products and each installation is carried out by our team of well-trained, highly skilled technicians. Our technicians are factory certified and hold Alabama Electronic Protection Licenses.

Our company's twenty-plus year history has given our team extensive experience with many technologies to include:

- Electrified locks and panic hardware
- POE and WiFi integrated lock reader assemblies
- Electrified gates and turnstiles
- PIN, Prox and Biometric readers
- Analog and IP camera systems
- Video Analytics and thermal systems
- Enterprise Access Control and Video Management Software

Enterprise System Experience

We pride ourselves in looking ahead to protect your investment and keep your system growing to meet your expanding needs. Complex systems with multiple sites and specialized integrations are our specialty.

Vision currently maintains multiple partner systems that utilize thousands of access control points, video cameras and the network infrastructure to keep it all running. Within the last few years our technicians have installed over a thousand combined WiFi and POE integrated locks. A technology refresh meant physically changing out approximately two-thousand readers during summer break for one of our University partners.

Vision engineers are trained and experienced with server, database, switch gear, category and fiber optic cabling. They routinely design new and integrate with existing system infrastructure. We have the capability to document all these design aspects with an in-house CAD specialist.

Service and Support

The relationship Vision Security Technologies has with our partners does not end with the completion of the system installation. With an unwavering commitment from our service director and a team of highly skilled, well-trained service technicians, we provide customer service that is unparalleled in the industry.

Response Time

We acknowledge the criticality of your systems and have service technicians capable of an emergency three hour response time and not to exceed four hours during business hours for routine calls.

Quality Control

The completion and commissioning process gives us a great opportunity to ensure consistent methods and quality. This is the time when we physically review a recently completed project with our lead technicians, project management, service department and the customer partner.

Customer Training

Our training is a thorough process which will be an ongoing one as technology and your system changes. At Vision Security Technologies we strive to make sure our partners are always trained on their system initially but more importantly as the system grows.

Operational Plan

Operational Plan

1. Introduction:
Vision Security Technologies aims to provide a comprehensive access control and video surveillance system installation for Alabama Community College System & Higher ED. This operation plan outlines the steps and considerations required to successfully implement the project.

2. Project Scope:
The project involves the installation of an access control system and video surveillance equipment and software at Alabama Community College System & Higher ED. The objectives of the project are to enhance security, restrict unauthorized access, monitor activities, and provide a safe environment for employees, students, and assets.

3. Requirements Acknowledgment and Agreement:
Vision Security Technologies acknowledges and agrees to the requirements as described in the RFP.

4. Operation Plan:
  a. Pre-installation Phase:
    i. Project Kickoff: Schedule a meeting with the client to discuss project objectives, requirements, and expectations.
    ii. Site Survey: Conduct a survey of the client's premises to evaluate existing infrastructure, identify access points, and determine device placements.
    iii. System Design: Based on the site survey, develop a system design that includes the layout, types, and quantities of access control devices and surveillance cameras needed.
    iv. Material Procurement: Upon customer approval, Identify and procure the required access control devices, surveillance cameras, cabling, hardware, and software components.

  b. Installation Phase:
    i. Infrastructure Setup: Install necessary cabling, wiring, and conduits to establish the physical infrastructure required for the access control and video surveillance systems.
    ii. Device Installation: Mount access control devices (such as card readers, keypads, or biometric scanners) at designated access points. Install surveillance cameras at strategic locations, considering field of view, lighting conditions, and coverage requirements. Coordinate with customer for required software and server application.
    iii. Connectivity: Coordinate with the customer to configure network connections, ensure proper communication between devices, and integrate the access control and video surveillance systems.
    iv. Testing and Calibration: Conduct testing of all installed devices and systems to verify their functionality, including access control permissions, camera feeds, video recording, and remote access.

Operational Plan

(continued)

   c. Post-installation Phase:

   i. Training and Documentation: Provide required training to the client's security personnel on operating the access control and video surveillance systems. Document system configuration, access control and video surveillance device deployment.

   ii. Handover and Acceptance: Conduct a final walkthrough with the client, addressing any questions or concerns. Obtain formal acceptance of the installed systems.

   iii. Maintenance and Support: Offer ongoing maintenance services, including regular system updates, troubleshooting, and technical support.

3.23 Reporting Requirement

Vision Southeast Companies, Inc. DBA Vision Security Technologies agrees to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request in PDF format and submit to JPA-Notification@accs.edu. Vision Southeast is accustomed to delivering similar reporting to government entities on a monthly and quarterly basis and understands the necessity of timely reporting. Vision has the ability to report and deliver electronically in a variety of formats. We have attached a sample report.

3.24 Electronic Commerce

Vision Southeast Companies, Inc. DBA Vision Security Technologies agrees to comply with electronic commerce requirements of this RFB. VST currently has in place the ability to create a custom portal for each customer dependent upon customer needs. Portals can provide catalog information, accept purchase orders, and provide on-going reporting. Specific to accepting and processing purchase orders, once VST has received a purchase order, we can acknowledge receipt of that purchase order and update job status as it moves through our system.

VISION SOUTHEAST COMPANIES, INC. MASTER AGREEMENT #MA 999 999999999 QUARTERLY REPORTING April 2024 - June 2024						
Purchasing Entity	**Category**	**Agreement #**	**Invoice Date**	**Description**	**Category Total**	**TOTAL**
Entity 1		PO23000000000	4/2/2024	Project name and description		$ 7,365.68
	Category 1				$ 5,817.68	
	Category 2				$ 1,548.00	
Entity 2		PO23000000000	5/4/2024	Project name and description		$ 8,329.41
	Category 1				$ 4,275.00	
	Category 2				$ 4,054.41	
Entity 3		PO23000000000	5/8/2024	Project name and description		$ 100,745.81
	Category 1				$ 82,569.23	
	Category 2				$ 12,564.23	
	Category 3				$ 5,612.35	
Entity 4		PO23000000000	5/11/2024	Project name and description		$ 13,596.55
	Category 1				$ 4,104.35	
	Category 2				$ 9,492.20	
Entity 5		PO23000000000	6/11/2024	Project name and description		$ 83,231.62
	Category 1				$ 45,056.14	
	Category 2				$ 25,612.23	
	Category 3				$ 12,563.25	
Entity 6		PO23000000000	6/17/2024	Project name and description		$ 8,945.66
	Category 1				$ 2,356.42	
	Category 2				$ 6,589.24	
Entity 7		PO23000000000	6/22/2024	Project name and description		$ 15,885.25
	Category 1				$ 2,358.97	
	Category 2				$ 13,526.28	
Entity 8		PO23000000000	6/25/2024	Project name and description		$ 4,829.02
	Category 1				$ 1,260.07	
	Category 2				$ 3,568.95	
GRAND TOTAL					**$ 242,929.00**	**$ 242,929.00**

VISION SECURITY TECHNOLOGIES

3.25 Breadth of Offering

Vision Security Technologies (VST) is a full-service security integration company headquartered in Birmingham AL and serving the entire state.

Specific to this RFB VST offers products and services in the following categories:

- Video Surveillance Solutions
- Access Control Equipment
- Professional Services (related to design, maintenance and optimization of security products and software)
- Servers, Client Computers, Networking Equipment and Monitors specific to security systems are also offered.
- VOIP / Unified Communications related to security systems (intercoms)
- Software

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.

VST's offering via this RFB represents extensive parts lists from several leading manufacturers in the electronic security industry. VST's experience matches the capabilities of these lists to support very basic systems, that may be single devices up to enterprise level systems including thousands of integrated devices across multiple technologies. VST works with each manufacturer to remain flexible in system design and support as new models and feature improvements are made.

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

VST is offering and extensive list provided with the ESS from the following manufacturers:

Lenel S2   Genetec   Avigilon   Milestone   Bosch   Hanwha   Zenitel

Per 3.30 the full ESS pricing schedule is provided with the electronic copy of this submission.

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.

Client Computers (Workstations, Desktops, Terminals, Laptops, Notebook, Tablet, Handheld Devices):   Windows 10 LTSB, Windows 11, OEM Linux distributions and proprietary OS, ChromeOS, Android, IOS,

Servers: Windows Server 2016, Windows Server 2019, Windows Server 2022(as applicable) Red Hat Linux, OEM Linux Distributions.

Networking Equipment: Cisco IOS, Aruba CX OS, Antaira OEM.

Audio and Video Conferencing Equipment: OEM Linux Distribution, proprietary OS for specific hardware appliances

VOIP/Unified Communications Solutions: OEM Linux Distribution, proprietary OS for specific hardware appliances

Key and Access Control Equipment: Proprietary OS/FW distributions.

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.

VST offers design, installation, maintenance, repair service, training, optimization, engineering, remote support, remote hosting and remote management. Labor costs are included with the ESS.

Alabama Map with Vision Security Technologies offeces locations

Birmingham
HQ with 11 Technicians

Tuscaloosa
4 Technicians

Montgomery
3 Technicians

Mobile
7 Technicians

Experience & References

Client Information

Project Title:

University of Alabama

Project Location:
Tuscaloosa, Alabama

Year Started/Completed:
2006/Ongoing

Point of Contact:
Michael Kelley

Telephone Number:
205.248.6049

Email Address:
mrkelley@uapd.ua.edu

THE UNIVERSITY OF
ALABAMA®

Project Description

This ongoing project currently consists of an integrated video surveillance and access control system with over 50 buildings; encompassing all dorms, academic buildings, and athletic facilities, including Bryant-Denny Stadium.

Projects are typically arranged in budget phases and each phase is compiled of multiple buildings or areas. We are currently in the 4th year of our 3rd five-year contract.

The UA project includes over 2,000 cameras and more than 1,500 readers. It is estimated at well over $10,000,000.00

Installation Information

- ACCESS CONTROL: *Lenel*
- VIDEO SURVEILLANCE SYSTEM: *Avigilon*
- INTRUSION SYSTEM: *Bosch*
- WIRELESS INTEGRATED LOCKS: *Assa Abloy*
- FIBER NETWORK

VISION
SECURITY TECHNOLOGIES

Client Information

Project Title:

Auburn University

Project Location:
Auburn, Alabama

Year Completed:
Ongoing

Point of Contact:
Kelvin King

Telephone Number:
334.740.4181

Email Address:
kfk0014@auburn.edu

Project Description

This campus-wide project includes the redesign and implementation of a completely new video management system that integrates access control, emergency phones, license plate recognition, camera call up and alarm monitoring.

System deployment also includes the installation of a robust closed fiber network that spans across five different aggregate points throughout campus. All video streams back to AU Campus Security Operations Center where it is viewed on a state of the art monitoring center, CSOC. The video management system encompasses dormitories, most academic buildings, Jordan-Hare stadium, parking decks, and power distribution centers.

The multi-phased system currently has over 2,000 cameras and total project investment is roughly 3.2 million dollars.

Installation Information

- VIDEO SURVEILLANCE SYSTEM: *Genetec*
- ACCESS CONTROL: *Lenel*

Relevant Project Number: 3

Client Information

Project Title:

Ms State University

Project Location:
Starkville, Ms

Year Completed:
Ongoing

Point of Contact:
Nelson Olivier

Telephone Number:
662-325-7512

Email Address:
njo1@msstate.edu

Project Description

We are proud to have worked with Mississippi State University on multiple projects over the last two years.

Our team has deployed various camera models to include multi-sensor devices enhancing campus surveillance. Additional installations involve various forms of access control. Projects have included electrified locks, integrated reader and lock combination units, as well as class-room lock down buttons.

These additions become a part of MSU's Genetec Security System.

Vision's on staff Certified Security Project Management (CSPM) works closely with MSU mangers from design to implementation of projects.

Installation Information

- VIDEO SURVEILLANCE SYSTEM: *Genetec*
- ACCESS CONTROL: *Genetec*

Client Information

Project Title:

Kimber Manufacturing

Project Location:
Troy, Alabama

Year Completed:
Ongoing

Point of Contact:
Gerard Kehoe

Telephone Number:
919.904.1969

Email Address:
gkehoe@kimberamerica.com

Project Description

The Kimber Manufacturing project is multiphased and encompasses the newly-built 225,000 sq. ft. manufacturing facility plus management and office spaces.

Kimber's headquarters facility is situated on 80-plus acres off Industrial Boulevard in Troy, AL, and is home to Kimber America design engineering, product management, and manufacturing of world-class firearms.

Initial phases of the project consisted of access control, video surveillance, SIP intercom, and structured cabling.

Currently the site contains 66 readers, 149 multisensor and fixed cameras, 6 video capable SIP intercom stations, and optical turnstiles. All structured cabling is CAT6 SignaMax standard for 25-year warranty and was provided for data, phone, access control, video surveillance, as well as low voltage cabling for access control.

Along with the security cabling, some 400 data cable drops and 250 phone cable drops were provided.

Installation Information

- VIDEO SURVEILLANCE SYSTEM: *Genetec*
- ACCESS CONTROL: *Genetec*
- INTERCOM: *Stentofon*