



A Division of Mobile Communications America, Inc.



RFP Name: Security Products & Services

Project Number: GMU-1735-21

Due Date: April 15, 2021 at 2:00 PM ET

for

George Mason University

Purchasing Department

4400 University Drive, Mailstop 3C5

Fairfax, VA 22030

Attn: Katerine Sirotin, Assistant Director

Prepared by:

Brian Piccolo

Mobile Communications America, Inc. dba S3 Integration

1530 Caton Center Drive, Suite N

Baltimore, MD 21227

Phone: 410-952-4978 or

Email: BPiccolo@s3integration.com

Draft date:

April 15, 2021

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1 GMU Background

George Mason University's short history is one of an enterprising and innovative pioneer, creating a major teaching and research university from a small, one-room schoolhouse in just 50 years. George Mason University is recognized as an innovative, entrepreneurial institution with global distinction in a range of academic fields. With strong undergraduate and graduate degree programs in engineering and information technology, dance, organizational psychology and health care, Mason students are routinely recognized with national and international scholarships. Enrollment is more than 38,000, with students studying in 198 degree programs at the undergraduate, masters, doctoral, and professional levels. Additionally, Mason has more than 200,000 living alumni with 60% residing in the Washington Metropolitan Area.

Mason has campuses in Fairfax, Arlington, and Prince William counties. In addition to these three campuses, George Mason University operates a site in Woodbridge, VA and has partnered with the Smithsonian Institution to create the Smithsonian-University School of Conservation in Front Royal, Virginia. Approximately 6,000 employees are distributed at these locations. Mason also offers programs online and at the Center for Innovative Technology in Herndon. Each location has a distinctive academic focus that plays a critical role in the economy of its region.

2 S3 Integration Acquisition

Due to the long history that S3 Integration (S3I) has with George Mason University we felt it was best to start off our response by highlighting the news of the recent acquisition of S3I by Mobile Communications America, Inc. (MCA) in November of 2020. The press release is listed below. For S3I on a national level this presents an exciting opportunity for growth. For S3I on a local level, which includes GMU, we are moving forward with business as usual. As a result of the acquisition 100% of the S3I employees have maintained their positions and there is no plan to reduce our number of employees, in fact, the opposite has taken place and we are actively adding talented members to our team. We will continue to do business as S3 Integration by name only as we were fully acquired by MCA. For the purpose of this RFP, we will continue to refer to our company as S3 Integration or S3I.

Press Release - Spartanburg, SC – November 24, 2020:

Mobile Communications America (MCA), the leading provider of voice, video and data solutions that enhance the safety, security, and operating efficiency of workplaces today announces the addition of S3 Integration, LLC (S3), a leader in integrated security management systems, life safety systems, and IT solutions and services.

Headquartered in Baltimore, Maryland since 1996, S3 is a market leader in the safety and security industry with geographic presence in Maryland, Virginia, Washington, D.C., and North Carolina. S3 provides a complete portfolio of professional services from planning, engineering, implementation, integration, to maintenance of state-of-the-art security systems.

S3's President Tom Silcott described the acquisition as "S3 Integration is extremely excited to join MCA. There is a great amount of synergy between the two companies. Our knowledge and experience in the security integration industry will be great addition to MCA." "We are excited for S3 to join the MCA family," said Vince Foody, CEO of MCA. "The security and life safety solutions

and services S3 offers strengthens our portfolio and ability to provide customers the best options to fit their safety, security, and operational needs. Their commitment to customer service complements our service first DNA value.”

S3 expands MCA’s geographic footprint across Alabama, Arizona, Colorado, the District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Tennessee, Texas, and Virginia.

3 S3I Statement of Acknowledgment

S3 Integration (S3I) would like to thank you for giving us the opportunity to submit our response to your RFP #GMU-1735-21 for Security Products & Services. S3I acknowledges the receipt of Addendum 1 for this RFP and takes no issues with the responses to the RFP questions.

S3I has a long history with GMU dating back to 2009 and has performed several projects which are a combination of working directly for GMU, working with several General Contractors as well as being awarded competitive GMU RFP’s. It is not a stretch to say S3I has performed more than \$8 Million worth of projects since 2009.

If you have any questions regarding this response, please feel free to contact either of your S3I Representatives using the methods below:

Carrie Davis
Account Executive
CDavis@s3integration.com
Cell Phone: 410-868-0654
Office Phone: 410-536-1999 x 108

Brian Piccolo
Vice President of Sales and Business Development
BPiccolo@S3Integration.com
Cell Phone: 410-952-4978
Office Phone: 410-536-1999 x 107

4 S3I Company Overview

S3 Integration (S3I) formed in 1996 to address the growing electronic security needs in our business communities. We are a relationship-driven organization that provides integrated security management systems, life safety systems, IT solutions and services. S3I’s professional services include a complete range of offerings to support you throughout the planning, engineering, implementation, integration, support, and maintenance of your state-of-the-art systems.

Our customers are the center of our business, and we work hard to satisfy the needs of our reputable Higher Education clients, such as George Mason University, Towson University, University of Maryland Baltimore, University of Maryland College Park, University of Maryland Baltimore County, Harford Community College, Howard University, Salisbury University and more. All our clients demand on-time project completion, skilled design, flawless implementation, and responsive maintenance, and S3I always delivers.

S3I offers the power and experience of a large company and the agility, responsiveness, and relationship of a small one. This unique combination allows us to provide the best of both worlds to customers that demand high quality products and high-performance services. Our attention to details is critical to solving your concerns.

S3I is comprised of some of the Industry's most talented and experienced individuals. With an average industry experience of 20 years and the availability of the most technologically advanced products available today, S3I is one of the premier application solution providers in the country.

After the recent acquisition by MCA, S3I is now able to offer a carefully researched portfolio of world class voice, data and security products and solutions. With more than twenty product lines and hundreds of solutions, our team of certified professionals across the United States deliver a full suite of reliable technologies with a service first approach. The MCA/S3I advantage is our extensive service portfolio to support the solution lifecycle from start to finish.

Looking forward to the future, prior to acquiring S3 Integration, MCA was primarily focused on providing world class voice and data solutions with a desire to also provide security products and solutions to their 30,000 plus customers. The acquisition of S3I was MCA's first acquisition of a true Security Integration company that focuses entirely on providing security products and solutions. The importance of this acquisition for S3I is the future growth of the entire MCA Security Division will fall under the leadership of the S3I team and the Division Headquarters will be located out of the S3I Corporate Office in Baltimore, MD. The MCA Security Division will continue to thrive through organic growth as well as targeted acquisitions with a focus on providing extreme customer service with extreme professionalism.

S3I Mission Statement

For our customers, to be the premier company of choice for providing comprehensive security management solutions and services; to build long-term trusting relationships by providing innovative and cost-effective solutions, superior products, and high-performance professional services that are unmatched in our industry.

For our employees, to promote an enjoyable and satisfying work environment; to recognize and reward hard work and loyalty by providing growth opportunities for personal and professional success.

For our community, to maintain ethical business practices and good values in our business community while making it a safer place to work and live.

For our investors, to build a strong and reputable organization committed to a unified goal of growth and prosperity.

S3I Ethics Creed

We commit to these values to guide our decisions and our actions:

Unwavering Standards of Integrity

We truly care for each customer. We build enduring relationships by understanding our customer's needs and responding promptly with innovative solutions. We are professional and courteous in our communications and strive to serve the customer better each time than the time before. Each customer will be treated as if they are our only customer. S3I customers can count on us to consistently deliver superior products, solutions, and services to help them achieve their goals and successes. This dedication through action and not words is what sets us apart from our competition. We are honest and ethical in all our business dealings. We will always keep our commitments and take accountability and corrective action for our mistakes. Our personal conduct ensures that S3I's name is always worthy of trust.

Respect for Individuals

We treat each other with respect and dignity, valuing each individual's contribution to the company's common goals. We communicate frequently and with candor, listening to each other regardless of level or position. By recognizing that exceptional quality services can only be achieved through the people, S3I gives individuals the authority to use their capabilities to the fullest to satisfy their customers. Our culture promotes an enjoyable and satisfying work environment.

Teamwork

The S3I team has no barriers between individuals or departments. We are one unified team that produces company successes through individual performances. We encourage and reward both individual and team achievements. We strategically partner with colleagues across organizational boundaries in order to support customer interests. We appreciate our relationships with our suppliers and are loyal to their efforts.

Innovation

We believe that innovation is the engine that keeps us vibrant and growing. S3I embraces creativity, welcomes different perspectives, and risks pursuing new opportunities or relationships. We will always consider new technologies, products, processes and services, in order to provide our customers with the latest technological solutions available.

5 S3I References

CLIENT: **Towson University**
Towson, Maryland

APPLICATION: Higher Education, Multi-Campus/Multi-Building environment

CONTACT: Craig Fringer, Security Specialist
410-704-5665 or cfringer@towson.edu

SYSTEMS: Access Control, Video Surveillance, Intrusion Detection and Technical Support Contract.

PERIOD OF SERVICE: 2008 to Present

Contract Value: \$ 550,000.00 +

CLIENT: **Howard University**
Washington, DC

APPLICATION: Higher Education, Multi-Campus/Multi-Building environment

CONTACTS: Anthony Winbush, Lieutenant/Security Technology Supervisor
202-806-0860 or Anthony.winbush@howard.edu

Brian Ellard, Commander of Security & Technology Services
202-806-1228 or bellard@howard.edu

SYSTEMS: Access Control, Intrusion Detection, Video Management, IP Camera Systems and Technical Support Contract.

PERIOD OF SERVICE: 2012 to Present

Contract Value: \$ 500,000.00 +

CLIENT:	University of Maryland – College Park College Park, MD
APPLICATION:	Higher Education, Multi-Campus/Multi-Building environment
CONTACTS:	Kenneth Fowler, Security Technology Coordinator 301-405-5825 or KFowler@umpd.umd.edu Mark McGuigan, Manager – Security Technology 301-405-1149 or mmcguigan@umpd.umd.edu
SYSTEMS:	Access Control, Intrusion Detection, Video Management, IP Camera Systems and Technical Support Contract.
PERIOD OF SERVICE:	2009 to Present
Contract Value:	\$ 1,500,000.00 +

6 S3I Approach to Fulfilling GMU Statement of Needs

George Mason University seeks proposals from qualified offerors for security products and services. It is Mason's intent to award to multiple offerors under this RFP but Mason reserves the right to award one or multiple offerors, whichever is in the best interest of the University.

- A. GENERAL REQUIREMENTS: Mason is seeking to fulfill the security needs at George Mason University, at all Virginia locations. Good/Services required will need to include hardware/software, equipment, installation, maintenance, etc. as outlined below and including the brand names listed below (other brands can be offered but Mason needs contractors who can provide the name brands below as well):
- a. Access Control System software and licensing – RS2 Technologies, Access It! Universal
 - b. Video Management System software and licensing– Genetec Omnicast
 - c. Access Control Hardware and Software components parts and labor costs
 - i. Vendor shall provide % discount off of MSRP for manufacturers found in Appendix 1
 - d. Video Management System Hardware and Software components parts and labor costs
 - i. Vendor shall provide % discount off of MSRP for manufacturers found in Appendix 1

S3I Response: In 2010, S3I Integration was awarded a contract for RFP GMU-633-11 for Founders Hall that contained the same pricing structure that is being required for this RFP. That contract period was from 2010 to 2015 and S3I performed over 200 projects for GMU utilizing this pricing structure so needless to say we have a vast amount of experience in providing security installation work for GMU under a VASCUPP contract.

Also in 2010, S3I worked together with GMU to convert their old access control system from BASIS/Lenel to RS2 Technologies, Access It! and we have been involved in wide variety of access control projects over the past 11 years all utilizing the RS2 Technologies platform.

In 2019, S3I worked together with GMU to convert their old video surveillance system from ExacqVision to the current Genetec Omnicast platform.

- B. The Contractor awarded a contract under this RFP will be required to obtain approval to proceed from a University representative prior to the commencement of any work.

S3I Response: This is understood, based upon our past experiences S3I will always check in with the GMU Physical Security Staff prior to beginning any work on campus. With our vast experience in dealing with installation work on a University Campuses, including GMU, as such we are fully aware of the sensitive nature of working around students and faculty.

- C. The Contractor will permit the University, its agents, any public authority and their representatives' access to the work area for inspection. All work is subject to final approval by an authorized representative of the University upon completion.

S3I Response: This is understood, based upon our past experiences S3I has built a strong relationship with representatives from the GMU Physical Security Staff. Our philosophy when it comes to working on campus is we are all part of the same team working toward the same goal which is to perform our work with minimal disruption to the students and faculty on campus. We are fully aware that GMU Physical Security Staff will have complete access to the work area for inspections and final approval. All the projects we install will not be considered complete until we have a signed certificate of completion from GMU.

- D. The Contractor will be certified by the manufacturer on all equipment, systems, and supplies on which the Selected Firm will provide or install. The Selected Firm will provide documentation on manufacturer certification and/or references (for previous customers with similar equipment) upon request by the end-using department.

S3I Response: S3I is certified by all the manufacturers that GMU utilizes. We have included the certification letters from the two major manufacturers that are at the heart of GMU's Physical Security platform, RS2 Technologies and Genetec and they are listed as Attachments H and I.

- E. All Selected Firm(s) will deliver in-stock product in accordance with delivery expectations of the end-user. Delivery time on any non-stock products will be detailed to the end-user prior to order placement.

S3I Response: S3I does not keep a wide variety of products in-stock because a large majority of the products we use on a daily basis have a lead-time of only a few days. The items we do keep in stock are primarily used for our Service Department. Specifically, as this pertains to GMU we are very familiar with the products that are commonly used, and we will adjust our Service Department stocking levels accordingly. If we are working with a product that

has a known long lead-time, we will bring this to the attention of GMU prior to scheduling the installation.

- F. Quoted prices shall include all additional costs/fees associated with product procurement (such as but not limited to: freight/shipping cost, crating fee, eVA transaction fee, processing fee, etc.).

S3I Response: These terms are the same as our previous VASCUPP contract we had with GMU so this is understood and acknowledged.

- G. The Contractor shall provide, as part of their offer, a sample quote and invoice. Samples should include how line items contain detailed quantities ordered, individual item cost, and extended total pricing.

S3I Response: We have included a sample proposal as Attachment E and a corresponding sample invoice as Attachment F.

- H. The Contractor shall provide the University with labor charges/rates for regular business hours as well as overtime/weekend/emergency hours. This should be included as a labor rate/category attachment. All labor rates/categories offered by your firm should be included with your offer.

S3I Response: We have included a Labor Rate Table in Section 9.2 of our RFP response.

- I. The Contractor shall provide the University with the brand names and discount to list price being offered to the University. Please see the chart in appendix 1 for format.

S3I Response: We have included Appendix 1 – Pricing Schedule in Section 9.1 of our RFP response.

- J. The Contractor shall provide installation of materials in a competent manner to minimize the interruption of educational services and business operations provided by the University.

S3I Response: We have vast experience in dealing with installation work on a University Campuses, including GMU, as such we are fully aware of the sensitive nature of working around students and faculty to minimize the interruption of educational services and business operations provided by GMU.

- K. The Contractor shall provide a current product catalog as part of their offer. Detailed estimates will include parts and part #s, so that they can be found in catalog.

S3I Response: We have included a spreadsheet with links to each of the manufacturer product catalogs as Attachment G.

7 S3I Experience and Qualifications

S3 Integration is a true Security Integrator with the ability to support many manufacturers that have been primarily based upon the desires of our customers. When it comes to the manufacturers GMU has standardized on, S3I is fully certified and has several Technicians that have gone through their training programs. In order to provide this type of support, our strategy is simple. We hire, train and retain qualified people that are extremely motivated, and career driven. These competencies allow S3I to provide our customers with quality people, quality products and services, ensure customer satisfaction and promote company growth and success. We will always consider new products, processes and services, in order to provide our customers with the latest technological solutions available.

S3I Implementation Process

When it comes to implementing a project, S3I has all the checks and balances in place. Below is a summary of our tried & true “Delivery Plan”.

1. Initial Layout

After being provided floor plans for the site by our customer, S3 INTEGRATION will work with our customer to layout the device plan for the project. We will indicate devices at all doors, cameras, and head-end equipment, requirements for power and data and electrified hardware types required at each card access door.

2. Site Walk-through

This discovery phase is the cornerstone to the project. During this phase participants include the Sales Executive, Design Engineer and key personnel from the Customer. The primary objective during this phase is to verify existing conditions to create a basis of design for the overall project requirements and to discuss the objectives of the project.

3. Installation Plans and Specifications (Construction Projects Only)

Once engineering review/approval is complete, S3 INTEGRATION produces a full set of installation plans and specs for the project. S3 INTEGRATION includes device plan layouts, riser drawings, door and device typical, point-to-point wiring tables and other details as necessary to fully describe the project.

4. Pricing/Value Engineering

S3 INTEGRATION has excellent knowledge of system equipment and installation costs. We also have a thorough understanding of the possible pitfalls and how best to avoid them. S3 INTEGRATION will work with our customer to ensure the greatest value for the dollar is achieved at all project sites.

5. Installation/Implementation

The implementation process is monitored by the S3 INTEGRATION Project Manager and completed by a number of team members. Implementation begins with a 'kick-off' meeting to review the project scope, plans and specs, budget, timeline, materials and equipment, engineering and other pertinent information with team members prior to order of equipment. After project kick-off, the PM sets weekly meetings at which time team members report progress, air issues, and generally provide information necessary to keep the project on track and moving forward. Installation continues with meetings as required, field inspections, coordination of subcontractors and other traders, cabling, device mounting and terminations.

6. System Programming

S3 INTEGRATION provides programming services to our clients remotely and locally as needed. System programming occurs on largely on two fronts at the system server in accordance with company standards and the engineered plans and at the System Administrator or Corporate Security Director to identify access levels for our customer's.

7. Commissioning/Testing

System commissioning occurs toward the end of the project. Doors and panels are brought on line and tested, cameras are programmed and tested, programming and device functionality is tested one at a time with adjustments made in the field and at the workstation until all runs clean.

8. Training

S3 INTEGRATION typically provides end-user training at system turn on and once again after the Client has had a little time to become familiar with the use of the system.

9. As-Built Drawings & Documentation (Construction Projects Only)

S3 INTEGRATION produces As-Built drawings and system manuals upon completion of the job. A full set of drawings and manuals is left at the site, another with the system administrator and another with S3 INTEGRATION Support.

10. Service and Support

S3I INTEGRATION employs a staff of dedicated technicians that provide superior service and support to our customers. Our Service Manager ensures customer problems are addressed and local technicians are dispatched in a timely and efficient manner. A dedicated phone number and email address is set up for all support issues.

GMU Experience

S3I began working with GMU in 2009 and has continued to maintain this long-standing relationship throughout the many years that followed until the present time. In 2010 S3I was awarded RFP #GMU-633-11 which resulted in the implementation of a large project at Founders Hall on the Arlington Campus. Also included as part of that RFP was contract language that is very similar to the language being presented in this current RFP. The result was a very successful VASCUPP contract that went on the last 5 years plus an extension. As you can see from the below chart S3I performed hundreds of projects during the timeframe that were valued at over \$4.8 Million. Additionally in 2013 a separate RFP #GMU-1002-13 was issued for the installation of upgrading of several hundred WiFi card reader locksets. S3I was awarded this contract which resulted in the installation of over 2,000 WiFi card reader lockset and the upgrade of over 700 existing WiFi card reader locksets over a 3-year timeframe. This contract was valued at \$3.3 Million.

In order to manage this large number of projects we created a GMU project tracker that was updated on a weekly basis and this information was either passed along to GMU through a weekly meeting or through weekly conference calls. All of S3I's Service Calls for maintenance support are now tracked through an online Service Portal. GMU would have access to the portal through a secured connection and will be able to place service requests on-line and be able to track the progress of the service request from beginning to sign off.

GMU Project Summary from 2010 to 2015 (timeframe of past VASCUPP contract):

Summary of GMU Projects		
Year	# of Projects	Contract Value of Projects
2010	29	\$ 1,253,870.00
2011	39	\$ 1,484,000.00
2012	50	\$ 594,600.00
2013	41	\$ 721,000.00
2014	36	\$ 632,000.00
2015	21	\$ 114,828.00
		\$ 4,800,298.00
RFP Awarded for WiFi Card Reader Locksets		
2013	1	\$ 3,310,490.00
Grand Total:		\$ 8,110,788.00

In addition to performing access control and video surveillance installation projects directly for GMU, S3I has been involved in several major construction projects from 2009 to the present time. Below is a summary of GMU Construction Projects where S3I has performed Security installation:

GMU Construction Projects		
Presidents Park - Phase 2B		Finley Hall
Thompson Hall		Science & Tech II
SUB1 Renovation		Fine Arts Renovation
University Hill		PW Life Science Lab
Founders Hall		Taylor Hall
Housing 8A		Fenwick Library
Commonwealth & Dominion		Robinson Hall

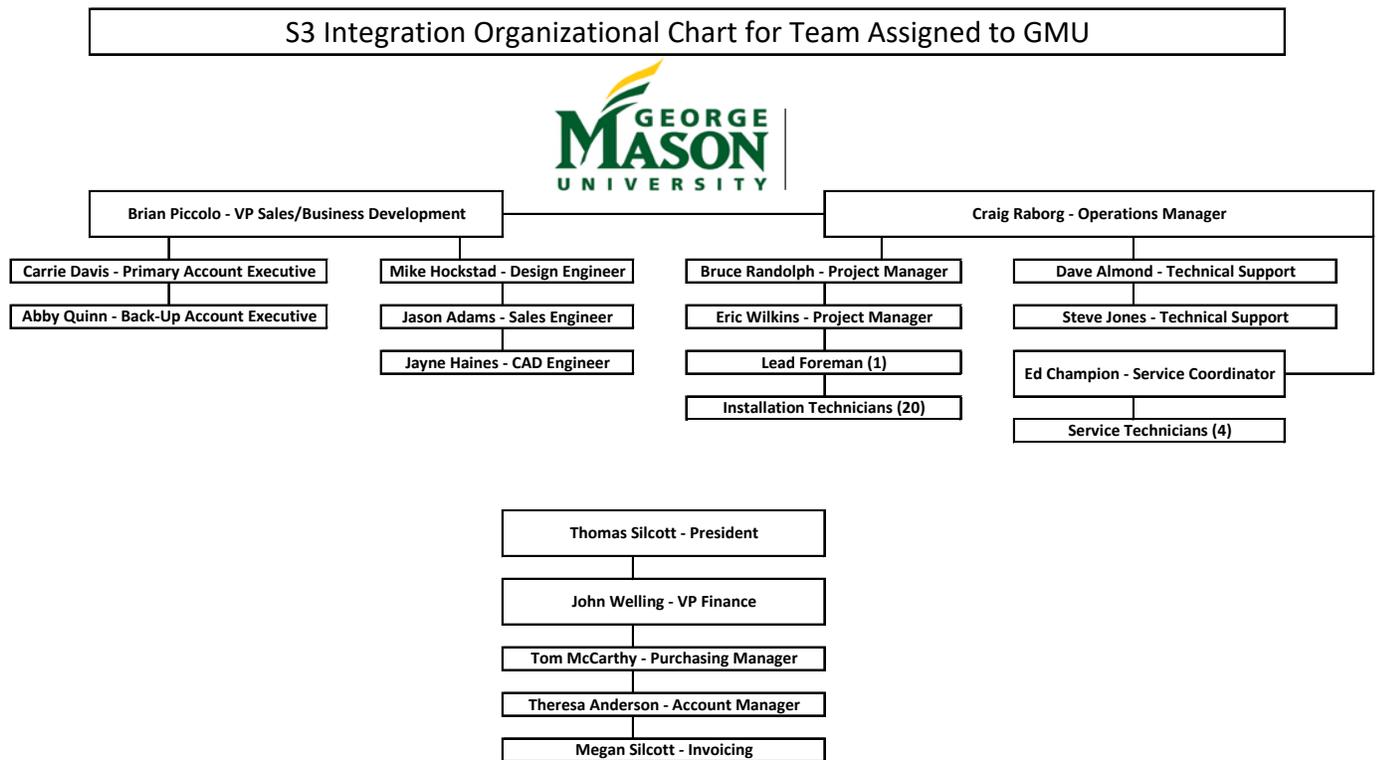
It goes without saying S3I is very familiar with GMU's personnel as well as the security standards that have been implemented through the many years of our partnership and we owe a lot of this experience to the past VASCUPP contract that was in place from 2010 to 2015. In order to take a deeper dive into our knowledge of how to approach the contract requirements that are included as part of this RFP, S3I would like to share additional confidential information about how we approached each project under our past VASCUPP contract. In our opinion we would approach the requirements of this current RFP just as we approached our past contract.

Confidential Information from this section has been removed.

Confidential Information from this section has been removed.

8 S3I Organizational Chart

As stated previously S3I has a longstanding relationship with GMU since 2009 and most of the individuals that have maintained this relationship are still with S3I. If awarded this RFP, below is the team that will be assigned to carry on the relationship with GMU. The four primary points of contact will be Brian Piccolo, Carrie Davis, Mike Hockstad and Jason Adams. All four of these individuals have been dealing with GMU for over 10 years. Additionally, depending on workload we are prepared to have two Project Managers assigned to the account and they will manage a Lead Foreman that will be assigned along with several Technicians. For consistency, our plan would be to have dedicated Technicians that are assigned to the account.



9 Appendix 1: S3I Pricing Schedule and Labor Rates Table

Section 9.1 - S3I Pricing Schedule			
Manufacturer	Item(s)	% Discount	Notes
Adams Rite	All parts and accessories	35.0%	
Aiphone	All parts and accessories	40.0%	
Allegion	All parts and accessories	35.0%	
Altronix	All parts and accessories	40.0%	
Aperio Wireless	All parts and accessories	35.0%	Must be ordered through RS2 Tech.
Arecont Vision Costar	All cameras, parts and accessories	17.0%	
Assa Abloy	All parts and accessories, software and updates	35.0%	
Axis	All cameras and accessories	15.0%	
BEST Locks/Locksets	All parts and accessories	42.0%	Does not include parts
Command Access	All parts and accessories	39.0%	
Elk	All parts and accessories	20.0%	
Genetec	All parts and accessories, software and updates	24.0%	
GE/Interlogix	All parts and accessories	N/A	Discontinued
Hess	All parts and accessories	43.0%	
HID	All parts and accessories	42.0%	Excludes HID's Elite Program
Honeywell	All parts and accessories	5.0%	
McKinney	All parts and accessories	35.0%	
Persona Campus	All parts and accessories	35.0%	Must be ordered through RS2 Tech.
Precision	All parts and accessories	42.0%	
RS2 Technologies	All parts and accessories, software and updates	43.5%	
RS2 Technologies	HID Elite Readers	41.0%	
RS2 Technologies	3rd Party Products (Aperio, Persona, Allegion WiFi, etc.)	35.0%	
Hanwha/Wisenet	All cameras, parts and accessories	42.0%	
Sargent	All parts and accessories	42.0%	
Schlage	All parts and accessories	41.0%	
Schlage/Allegion WiFi	All parts and accessories, software and updates	35.0%	Must be ordered through RS2 Tech.
Securitron	All parts and accessories	39.0%	
Traka	All parts and accessories	N/A	No Bid
Von Duprin	All parts and accessories	35.0%	

Notes:

1. Above discounts are for standard products only, custom order parts are not included.

Section 9.2 - S3I Labor Rates Table

	S3I Normal Hourly Rates	After Hours & Saturday	Sunday, Emergency & Holidays
Administrative	\$ 55.00	\$ 82.50	\$ 110.00
CAD Engineer	\$ 88.00	\$ 132.00	\$ 176.00
Installation Technician	\$ 92.00	\$ 138.00	\$ 184.00
Project Manager	\$ 105.00	\$ 157.50	\$ 210.00
Design Engineer	\$ 105.00	\$ 157.50	\$ 210.00
Technical Support Specialist	\$ 100.00	\$ 150.00	\$ 200.00
Service Technician	\$ 105.00	\$ 157.50	\$ 210.00

Notes:

1. S3I's Normal Business Hours are 8:00 AM to 4:30 PM, Monday – Friday (excluding holidays).

ATTACHMENT A
SMALL BUSINESS SUBCONTRACTING PLAN
TO BE COMPLETED BY OFFEROR

It is the goal of the Commonwealth that over 42% of its purchases be made from small businesses. All potential offerors are required to include this document with their proposal in order to be considered responsive.

Small Business: "Small business (including micro)" means a business which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date and time for proposals. This shall also include DSBSD certified women- owned and minority-owned businesses and businesses with DSBSD service disabled veteran owned status when they also hold a DSBSD certification as a small business on the proposal due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at www.SBSD.virginia.gov (Customer Service).

Offeror Name: Mobile Communications America, Inc. dba S3 Integration

Preparer Name: Brian Piccolo/VP Sales and Bus. Dev. **Date:** 4/15/2021

Who will be doing the work: **I plan to use subcontractors** **I plan to complete all work**

Instructions

- A. If you are certified by the DSBSD as a micro/small business, complete only Section A of this form.
- B. If you are not a DSBSD-certified small business, complete Section B of this form. For the proposal to be considered and the offeror to be declared responsive, the offeror shall identify the portions of the contract that will be subcontracted to DSBSD certified small business for the initial contract period in relation to the offeror's total price for the initial contract period in Section B.

Section A

If your firm is certified by the DSBSD provide your certification number and the date of certification.

Certification Number: _____ Certification Date: _____

Section B

If the "I plan to use subcontractors" box is checked, populate the requested information below, per subcontractor to show your firm's plans for utilization of DSBSD-certified small businesses in the performance of this contract for the initial contract period in relation to the offeror's total price for the initial contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service disabled veteran-owned status that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that these proposed participation will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation dollar value or percentages may result in breach of the contract.

B. Plans for Utilization of DSBSD-Certified Small Businesses for this Procurement

Subcontract #1

Company Name: Lanier Electronics Group, Inc SBSBD Cert #: 698911
Contact Name: Aaron Dunmire SBSBD Certification: Small, Minority Owned African American, SWaM
Contact Phone: 301-430-0900 Contact Email: info@lanierreg.com
Value % or \$ (Initial Term): 15% Contact Address: 16000 Trade Zone Ave, Suite 401, Upper Marlboro, MD 20774
Description of Work: Low Voltage Cabling installation for security devices and infrastructure

Subcontract #2

Company Name: _____ SBSBD Cert #: _____
Contact Name: _____ SBSBD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #3

Company Name: _____ SBSD Cert #: _____
Contact Name: _____ SBSD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #4

Company Name: _____ SBSD Cert #: _____
Contact Name: _____ SBSD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Subcontract #5

Company Name: _____ SBSD Cert #: _____
Contact Name: _____ SBSD Certification: _____
Contact Phone: _____ Contact Email: _____
Value % or \$ (Initial Term): _____ Contact Address: _____
Description of Work: _____

Lanier Electronics Group, Inc.

Jane Lanier
16000 Trade Zone Avenue #401
Upper Marlboro, MD 20774
Phone: (301) 430-0900
Fax: (301) 430-0905
info@lanierreg.com
www.lanierreg.com

Certification Number: 698911

SWaM Certification Type:

Small Start Date: 03-05-2021
Minority-Owned Start Date: 03-05-2021
Business Ethnicity: Black or African American
SWaM Expiration Date: 03-05-2026

NAICS Code and Description:

- 28024 Building Cables and Wires, Single and Multiconductor: Types NM, THWN, TW, THW, THHN, XHHW, RHW, RR,
- 28029 Communications/Telecommunications Cable and Wire
- 28070 Telephone Cables and Wires, Single and Multiconductor, Clad Steel and Copper
- 28596 Uninterruptible Power Supplies
- 28796 Wire and Cable, Electronic: Audio, Coaxial, Hook-Up, Lead-In, etc.
- 83828 Cable, Copper (Cat. 5E 6 etc) Including Interconnecting Components and Accessories (See Class 280 for
- 83829 Cable, Fiber Optic w/Interconnecting Components and Accessories (See Class 280 for Other Communicati
- 83833 Communications: Networking, Linking, Fiber Modems, Power Over Ethernet, Wireless
- 83896 Wire and Cable, Telecommunication (Not Otherwise Specified)

DBE Certification Type:

DBE Start Date: 03-05-2021
DBE Fed Type: DBE/MBE
DBE/ACDBE Certifying Agency: SBSD

NAICS Code and Description:

- 238210 Low voltage electrical work; Electronics cabling and installation - for computer systems, telephone systems, cable TV, fire and security alarm systems

Pcard: N
Business Category: Construction



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030
Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>

**ATTACHMENT B – SAMPLE CONTRACT
GMU-1735-21**

Note: Other documents may be incorporated into this document, either by way of attachment or by reference, but in all cases this contract document shall take precedence over all other documents and will govern the terms and conditions of the contract.

This Contract entered on this ____ day of _____ by _____ hereinafter called “Contractor” (located at _____) and George Mason University hereinafter called “Mason,” “University”.

- I. **WITNESSETH** that the Contractor and Mason, in consideration of the mutual covenants, promises and agreement herein contained, agree as follows:
- II. **SCOPE OF CONTRACT:** The Contractor shall provide Security Products and Services for George Mason University as set forth in the Contract documents.
- III. **PERIOD OF CONTRACT:** One (1) base year with four (4) optional one year contract renewal (or as negotiated)
- IV. **PRICE SCHEDULE:** As negotiated
- V. **CONTRACT ADMINISTRATION:** TBD shall serve as Contract Administrator for this Contract and shall use all powers under the Contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions in connection with the work. All direction and order from Mason shall be transmitted through the Contract Administrator, however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope or change the basis for compensation.
- VI. **METHOD OF PAYMENT:** As negotiated
- VII. **THE CONTRACT DOCUMENTS SHALL CONSIST OF (In order of precedence):**
 - A. This signed form;
 - B. RFP No. GMU-1735-21, in its entirety (incorporated herein by reference);
 - C. Contractor’s proposal dated XXXXXX (incorporated herein by reference);
 - D. Negotiation Responses dated XXXXXX (incorporated herein by reference).
- VIII. **GOVERNING RULES:** This Contract is governed by the provisions of the Restructured Higher Education Financial and Administrative Operations Act, Chapter 10 (§ [23.1-1000](#) et seq.) of Title 23.1 of the Code of Virginia, and in particular § [23.1-1003](#) of the Restructuring Act (“Memoranda of Understanding”), and the “*Governing Rules*” and the *Purchasing Manual for Institutions of Higher Education and their Vendors*. Documents may be viewed at: <https://vascupp.org>.
- IX. **CONTRACT PARTICIPATION:** *As negotiated.* It is the intent of this Contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or affiliated corporations may access this Contract if authorized by the Contractor.

Participation in this Contract is strictly voluntary. If authorized by the Contractor, the contract will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this Contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to

accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The University may request the Contractor provide semi-annual usage reports for all entities accessing the Contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the Contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this Contract does not preclude any participating entity from using other contracts or competitive processes as needed.

X. STANDARD TERMS AND CONDITIONS:

- A. APPLICABLE LAW AND CHOICE OF FORUM: This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia. All disputes arising under this Contract shall be brought before an appropriate court in the Commonwealth of Virginia.
- B. ANTI-DISCRIMINATION: By entering into this Contract, Contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §§ 9&10 of the *Governing Rules*. If Contractor is a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Governing Rules*, § 36).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this Contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.
- C. ANTITRUST: By entering into a contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- D. ASSIGNMENT: Neither party will assign or otherwise transfer its rights or obligations under this Contract without both parties' prior written consent. Any attempted assignment, transfer, or delegation without such consent is void.
- E. AUDIT: The Contractor shall retain all books, records, and other documents relative to this Contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Mason,

its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

- F. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that Mason shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this Contract.
- G. AUTHORIZED SIGNATURES: The signatory for each Party certifies that he or she is an authorized agent to sign on behalf such Party.
- H. BACKGROUND CHECKS: Contractor's employees (including subcontractors) performing services on any Mason campus must have successfully completed a criminal background check prior to the start of their work assignment/service. As stated in [Administrative Policy Number 2221 – Background Investigations](#), the criminal background investigation will normally include a review of the individual's records to include Social Security Number Search, Credit Report (if related to potential job duties), Criminal Records Search (any misdemeanor convictions and/or felony convictions are reported) in all states in which the employee has lived or worked over the past seven years, and the National Sex Offender Registry. In addition, the Global Watch list (maintained by the Office of Foreign Assets Control of The US Department of Treasury) should be reviewed. Signature on this Contract confirms your compliance with this requirement.
- I. CANCELLATION OF CONTRACT: Mason reserves the right to cancel this Contract, in part or in whole, without penalty, for any reason, upon 60 days written notice to the Contractor. Upon written notice of cancellation from Mason, Mason shall be fully released from any further obligation under the Contract and Contractor agrees to directly refund all payments, for services not already performed, to Mason, including any pre-paid deposits, within 14 days. In the event the initial Contract period is for more than 12 months, the resulting Contract may be terminated by either party, without penalty, after the initial 12 months of the Contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- J. CHANGES TO THE CONTRACT: Changes can be made to this Contract in any of the following ways:
1. The parties may agree in writing to modify the scope of this Contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of this Contract.
 2. Mason may order changes within the general scope of Contract at any time by written notice to Contractor. Changes within the scope of this Contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. Contractor shall comply with the notice upon receipt. Contractor shall be compensated for any additional costs incurred as the result of such order and shall give Mason a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Mason's right to audit Contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the Contract. The same markup shall be used for determining a decrease in price as the result of savings realized. Contractor shall present Mason with all vouchers and records of expenses incurred and savings realized. Mason shall have the right to audit the records of Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to Mason within thirty (30) days from the date of receipt of the written order from Mason. If the Parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this Contract or, if there is none, in accordance with the

disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Contractors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this Contract shall excuse the Contractor from promptly complying with the changes ordered by Mason or with the performance of the contract generally.

- K. **CLAIMS:** Contractual claims, whether for money or other relief, shall be submitted in writing no later than 60 days after final payment. However, written notice of the Contractor's intention to file a claim shall be given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.
1. The firm must submit written claim to:
Chief Procurement Officer
George Mason University
4400 University Drive, MSN 3C5
Fairfax, VA 22030
 2. The firm must submit any unresolved claim in writing no later than 60 days after final payment to the Chief Procurement Officer.
 3. Upon receiving the written claim, the Chief Procurement Officer will review the written materials relating to the claim and will mail his or her decision to the firm within 60 days after receipt of the claim.
 4. The firm may appeal the Chief Procurement Officer's decision in accordance with § 55 of the *Governing Rules*.
- L. **COLLECTION AND ATTORNEY'S FEES:** The Contractor shall pay to Mason any reasonable attorney's fees or collection fees, at the maximum allowable rate permitted under Virginia law, incurred in enforcing this Contract or pursuing and collecting past-due amounts under this Contract.
- M. **COMPLIANCE:** All goods and services provided to Mason shall be done so in accordance with any and all applicable local, state, federal, and international laws, regulations and/or requirements and any industry standards, including but not limited to: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Government Data Collection and Dissemination Practices Act, Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with Disabilities Act (ADA), and Federal Export Administration Regulations. Any Contractor personnel visiting Mason facilities will comply with all applicable Mason policies regarding access to, use of, and conduct within such facilities. Mason's policies can be found at <https://universitypolicy.gmu.edu/all-policies/> and any facility specific policies can be obtained from the facility manager.
- N. **CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION:** The Contractor shall ensure that personally identifiable information ("PII") which is defined as any information that by itself or when combined with other information can be connected to a specific person and may include but is not limited to personal identifiers such as name, address, phone, date of birth, Social Security number, student or personal identification numbers, driver's license numbers, state or federal identification numbers, biometric information, religious or political affiliation, non-directory information, and any other information protected by state or federal privacy laws, will be collected and held confidential and in accordance with this Contract, during and following the term of this Contract, and will not be divulged without the individual's and Mason's written consent and only in accordance with federal law or the Code of Virginia.
- O. **CONFLICT OF INTEREST:** Contractor represents to Mason that its entering into this Contract with Mason and its performance through its agents, officers and employees does not and will not involve, contribute to nor create a conflict of interest prohibited by Virginia State and Local Government Conflict of Interests Act (Va. Code 2.2-3100 *et seq*), the Virginia Ethics in Public Contracting Act (§57 of the *Governing Rules*), the Virginia Governmental Frauds Act (Va. Code 18.2 – 498.1 *et seq*) or any other applicable law or regulation.

- P. **DEBARMENT STATUS:** As of the effective date, the Contractor certifies that it is not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of services covered by this Contract, nor is the Contractor an agent of any person or entity that is currently so debarred.
- Q. **DEFAULT:** In the case of failure to deliver goods or services in accordance with any resulting contract terms and conditions, Mason, after due oral or written notice, may procure them from other sources and hold Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which Mason may have.
- R. **DRUG-FREE WORKPLACE:** During the performance of this Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.

For the purposes of this section, “*drug-free workplace*” means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of this Contract.

- S. **ENTIRE CONTRACT:** This Contract constitutes the entire understanding of the Parties with respect to the subject matter herein and supersedes all prior oral or written contracts with respect to the subject matter herein. This Contract can be modified or amended only by a writing signed by all of the Parties.

T. **EXPORT CONTROL:**

1. **Munitions Items:** If the Contractor is providing any items, data or services under this order that are controlled by the Department of State, Directorate of Defense Trade Controls, International Traffic in Arms Regulations (“ITAR”), or any items, technology or software controlled under the “600 series” classifications of the Bureau of Industry and Security’s Commerce Control List (“CCL”) (collectively, “Munitions Items”), prior to delivery, Contractor must:

A. notify Mason (by sending an email to export@gmu.edu), and

B. receive written authorization for shipment from Mason’s Director of Export Controls.

The notification provided by the Contractor must include the name of the Mason point of contact, identify and describe each ITAR or CCL-controlled commodity, provide the associated U.S. Munitions List (USML) category number(s) or Export Control Classification Number, and indicate whether or not the determination was reached as a result of a commodity jurisdiction determination, or self-classification process. The Contractor promises that if it fails to obtain the required written pre-authorization approval for shipment to Mason of any Munitions Item, it will reimburse Mason for any fines, legal costs and other fees imposed for any violation of export controls regarding the Munition Item that are reasonably related to the Contractor’s failure to provide notice or obtain Mason’s written pre-authorization.

2. **Dual-Use Items:** If the Contractor is providing any dual-use items, technology or software under this order that are listed on the CCL in a series other than a “600 series”, Contractor must (i) include the Export Control Classification Number (ECCN) on the packing or other transmittal documentation traveling with the item(s) and, (ii) send a description of the item, its ECCN, and the name of the Mason point of contact to: export@gmu.edu.

- U. **FORCE MAJEURE:** Mason shall be excused from any and all liability for failure or delay in performance of any obligation under this Contract resulting from any cause not within the reasonable control of Mason, which includes but is not limited to acts of God, fire, flood, explosion, earthquake, or other natural forces, war, civil unrest, accident, any strike or labor disturbance, travel restrictions, acts of government, disease, pandemic, or contagion, whether such cause is similar or dissimilar to any of the foregoing. Upon written notification from

Mason that such cause has occurred, Contractor agrees to directly refund all payments to Mason, for services not yet performed, including any pre-paid deposits within 14 days.

- V. **FUTURE GOODS AND SERVICES:** Mason reserves the right to have contractor provide additional goods and/or services that may be required by Mason during the term of this contract. Any such goods and/or services will be provided by the contractor under the same pricing, terms and conditions of this contract. Such additional goods and/or services may include other products, components, accessories, subsystems or related services that are newly introduced during the term of the contract. Such newly introduced additional goods and/or services will be provided to Mason at Favored Customer pricing, terms and conditions.
- W. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into this Contract Contractor certifies that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.
- X. **INDEMNIFICATION:** Contractor agrees to indemnify, defend and hold harmless Mason, the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole negligence of Mason or to the failure of Mason to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods or equipment delivered.
- Y. **INDEPENDENT CONTRACTOR:** The Contractor is not an employee of Mason, but is engaged as an independent contractor. The Contractor shall indemnify and hold harmless the Commonwealth of Virginia, Mason, and its employees and agents, with respect to all withholding, Social Security, unemployment compensation and all other taxes or amounts of any kind relating to the Contractor's performance of this Contract. Nothing in this Contract shall be construed as authority for the Contractor to make commitments which will bind Mason or to otherwise act on behalf of Mason, except as Mason may expressly authorize in writing.
- Z. **INFORMATION TECHNOLOGY ACCESS ACT:** Computer and network security is of paramount concern at George Mason University. The University wants to ensure that computer/network hardware and software does not compromise the security of its IT environment. Contractor agrees to use commercially reasonable measures in connection with any offering your company makes to avoid any known threat to the security of the IT environment at George Mason University.

All e-learning and information technology developed, purchased, upgraded or renewed by or for the use of George Mason University shall comply with all applicable University policies, Federal and State laws and regulations including but not limited to Section 508 of the Rehabilitation Act (29 U.S.C. 794d), the Information Technology Access Act, §§2.2-3500 through 2.2-3504 of the Code of Virginia, as amended, and all other regulations promulgated under Title II of The Americans with Disabilities Act which are applicable to all benefits, services, programs, and activities provided by or on behalf of the University. The Contractor shall also comply with the Web Content Accessibility Guidelines (WCAG) 2.0. For more information please visit <http://ati.gmu.edu>, under Policies and Procedures.

- AA. **INSURANCE:** The Contractor shall maintain all insurance necessary with respect to the services provided to Mason. The Contractor further certifies that they will maintain the insurance coverage during the entire term of the Contract and that all insurance is to be placed with insurers with a current reasonable A.M. Best's rating authorized to sell insurance in the Commonwealth of Virginia by the Virginia State Corporation Commission. The Commonwealth of Virginia and Mason shall be named as an additional insured.
 - 1. Commercial General Liability Insurance in an amount not less than \$1,000,000 per occurrence for bodily injury or property damage, personal injury and advertising injury, products and completed operations coverage;
 - 2. Workers Compensation Insurance in an amount not less than that prescribed by statutory limits; and, as applicable;
 - 3. Commercial Automobile Liability Insurance applicable to bodily injury and property damage, covering owned, non-owned, leased, and hired vehicles in an amount not less than \$1,000,000 per occurrence; and

4. An umbrella/excess policy in an amount not less than five million dollars (\$5,000,000) to apply over and above Commercial General Liability, Employer's Liability, Workers' Compensation, and Commercial Automobile Liability Insurance.
- BB. **INTELLECTUAL PROPERTY:** Contractor warrants and represents that it will not violate or infringe any intellectual property right or any other personal or proprietary right and shall indemnify and hold harmless Mason against any claim of infringement of intellectual property rights which may arise under this Contract.
1. Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared or provided by Contractor (or its subcontractors) for Mason will not be disclosed to any other person or entity without the written permission of Mason.
 2. Work Made for Hire. Contractor warrants to Mason that Mason will own all rights, title and interest in any and all intellectual property rights created in the performance or otherwise arising from the Contract and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created in the performance or otherwise arising from the Contract, and will execute any future assignments or other documents needed for Mason to document, register, or otherwise perfect such rights. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research Contracts administered by the University's Office of Sponsored Programs, intellectual property rights will be governed by the terms of the grant or contract to Mason to the extent such grant or contract requires intellectual property terms to apply to subcontractors.
- CC. **NON-DISCRIMINATION:** All parties to this Contract agree to not discriminate on the basis of race, color, religion, national origin, sex, pregnancy, childbirth or related medical conditions, age (except where sex or age is a bona fide occupational qualification, marital status or disability).
- DD. **PUBLICITY:** The Contractor shall not use, in its external advertising, marketing programs or promotional efforts, any data, pictures, trademarks or other representation of Mason except on the specific written authorization in advance by Mason's designated representative.
- EE. **REMEDIES:** If the Contractor breaches this Contract, in addition to any other rights or remedies, Mason may terminate this Contract without prior notice.
- FF. **RENEWAL OF CONTRACT:** This Contract may be renewed by Mason for four (4) successive one-year renewal options under the terms and conditions of this Contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the University's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the University elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional one year shall not exceed the Contract price(s) of the original Contract increased/decreased by more than the percentage increase/decrease of the "services" category of the CPI-U section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
 2. If during any subsequent renewal periods, the University elects to exercise the option to renew the Contract, the Contract price(s) for the subsequent renewal period shall not exceed the Contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the "services" category of the CPI-U section of the Consumer Price Index of the United States bureau of Labor Statistics for the latest twelve months for which statistics are available.
- GG. **REPORTING OF CRIMES, ACCIDENTS, FIRES AND OTHER EMERGENCIES:** Any Mason Employee, including contracted service providers, who is not a staff member in Counseling and Psychological Services (CAPS) or a pastoral counselor, functioning within the scope of that recognition, is considered a "Campus Security Authority (CSA)." CSAs must promptly report all crimes and other emergencies occurring on or near property owned or controlled by Mason to the Department of Police & Public Safety or local police and fire authorities by dialing 9-1-1. At the request of a victim or survivor, identifying information may be excluded from a report (e.g., names, initials, contact information, etc.). Please visit the following website for more

information and training: <http://police.gmu.edu/clery-act-reporting/campus-security-authority-csa/>.”

HH. RESPONSE TO LEGAL ORDERS, DEMANDS, OR REQUESTS FOR DATA: Except as otherwise expressly prohibited by law, Contractor will: i) immediately notify Mason of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data; ii) consult with Mason regarding its response; iii) cooperate with Mason’s reasonable requests in connection with efforts by Mason to intervene and quash or modify the legal order, demand or request; and iv) upon Mason’s request, provide Mason with a copy of its response.

If Mason receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, Mason will promptly provide a copy to Contractor. Contractor will promptly supply Mason with copies of data required for Mason to respond, and will cooperate with Mason’s reasonable requests in connection with its response.

II. SEVERABILITY: Should any portion of this Contract be declared invalid or unenforceable for any reason, such portion is deemed severable from the Contract and the remainder of this Contract shall remain fully valid and enforceable.

JJ. SOVEREIGN IMMUNITY: Nothing in this Contract shall be deemed a waiver of the sovereign immunity of the Commonwealth of Virginia and of Mason.

KK. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent from Mason. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish Mason the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of this Contract. This paragraph applies to, but is not limited to, subcontractor(s) who process University Data.

LL. UNIVERSITY DATA: University Data includes all Mason owned, controlled, or collected PII and any other information that is not intentionally made available by Mason on public websites, including but not limited to business, administrative and financial data, intellectual property, and patient, student and personnel data. Contractor agrees to the following regarding University Data it may collect or process as part of this Contract:

1. Contractor will use University Data only for the purpose of fulfilling its duties under the Contract and will not share such data with or disclose it to any third party without the prior written consent of Mason, except as required by the Contract or as otherwise required by law. University Data will only be processed by Contractor to the extent necessary to fulfill its responsibilities under the Contract or as otherwise directed by Mason.
2. University Data, including any back-ups, will not be accessed, stored, or transferred outside the United States without prior written consent from Mason. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor’s obligations under the Contract. Contractor will ensure that employees who perform work under the Contract have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of the Contract and to maintain the confidentiality of the University Data.
3. The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of Mason, and Contractor has a limited, nonexclusive license to use the University Data as provided in the Contract solely for the purpose of performing its obligations under the Contract. The Contract does not give a party any rights, implied or otherwise, to the other party’s data, content, or intellectual property, except as expressly stated in the Contract.
4. Contractor will take reasonable measures, including audit trails, to protect University Data against deterioration or degradation of data quality and authenticity. Contractor shall be responsible for ensuring that University Data, per the Virginia Public Records Act, is preserved, maintained, and accessible throughout their lifecycle, including converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.
5. Contractor shall notify Mason within three business days if it receives a request from an individual

under any applicable law regarding PII about the individual, including but not limited to a request to view, access, delete, correct, or amend the information. Contractor shall not take any action regarding such a request except as directed by Mason.

6. If Contractor will have access to University Data that includes “education records” as defined under the Family Educational Rights and Privacy Act (FERPA), the Contractor acknowledges that for the purposes of the Contract it will be designated as a “school official” with “legitimate educational interests” in the University education records, as those terms have been defined under FERPA and its implementing regulations, and the Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under the Contract for Mason’s and its end user’s benefit, and will not share such data with or disclose it to any third party except as provided for in the Contract, required by law, or authorized in writing by the University.
7. Mason may require that Mason and Contractor complete a Data Processing Addendum (“DPA”). If a DPA is completed, Contractor agrees that the information in the DPA is accurate. Contractor will only collect or process University Data that is identified in the DPA and will only handle that data (e.g., type of processing activities, storage, security, disclosure) as described in the DPA. If Contractor intends to do anything regarding University Data that is not reflected in the DPA, Contractor must request an amendment to the DPA and may not take the intended action until the amendment is approved and documented by Mason.

MM. UNIVERSITY DATA SECURITY: Data security is of paramount concern to Mason. Contractor will utilize, store and process University Data in a secure environment in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such measures will be no less protective than those used to secure Contractor’s own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. At a minimum, Contractor shall use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods to protect University Data.

1. Immediately upon becoming aware of circumstances that could have resulted in unauthorized access to or disclosure or use of University Data, Contractor will notify Mason, fully investigate the incident, and cooperate fully with Mason’s investigation of and response to and remediation of the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals who’s PII was involved, regulatory agencies, or other entities, without prior written permission from Mason.
2. If Contractor provides goods and services that require the exchange of sensitive University Data, the Data Security Addendum attached to this Contract provides additional requirements Contractor must take to protect the University Data. Mason reserves the right to determine whether the University Data involved in this Contract is sensitive, and if it so determines it will provide the Data Security Addendum to Contractor and it will be attached to and incorporated into this contract. Types of University Data that may be considered sensitive include, but is not limited to, (1) PII; (2) credit card data; (3) financial or business data which has the potential to affect the accuracy of the University’s financial statements; (4) medical or health data; (5) sensitive or confidential business information; (6) trade secrets; (7) data which could create a security (including IT security) risk to Mason; and (8) confidential student or employee information.
3. Mason reserves the right in its sole discretion to perform audits of Contractor, at Mason’s expense, to ensure compliance with all obligations regarding University Data. Contractor shall reasonably cooperate in the performance of such audits. Contractor will make available to Mason all information necessary to demonstrate compliance with its data processing obligations. Failure to adequately protect University Data or comply with the terms of this Contract with regard to University Data may be grounds to terminate this Contract.

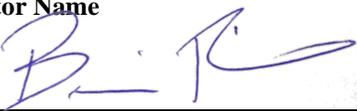
NN. UNIVERSITY DATA UPON TERMINATION OR EXPIRATION: Upon termination or expiration of the Contract, Contractor will ensure that all University Data are securely returned or destroyed as directed by Mason in its sole discretion within 180 days of the request being made. Transfer to Mason or a third party designated by Mason shall occur within a reasonable period of time, and without significant interruption in service. Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of Mason or its transferee, and to the extent technologically feasible, that Mason will

have reasonable access to University Data during the transition. In the event that Mason requests destruction of its data, Contractor agrees to destroy all data in its possession and in the possession of any subcontractors or agents to which the Contractor might have transferred University Data. Contractor agrees to provide documentation of data destruction to the University.

Contractor will notify the University of any impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and University Data and providing Mason access to Contractor's facilities to remove and destroy Mason-owned assets and University Data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to Mason. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to Mason. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on Mason, all such work to be coordinated and performed in advance of the formal, final transition date.

- OO. UNIVERSITY REVIEW/APPROVAL: All goods, services, products, design, etc. produced by the Contractor for or on behalf of Mason are subject to Mason's review and approval.
- PP. WAIVER: The failure of a party to enforce any provision in this Contract shall not be deemed to be a waiver of such right.
- QQ. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.

Contractor Name



Signature

Name: Brian Piccolo

Title: VP Sales and Business Development

Date: 4/15/2021

George Mason University

Signature

Name: _____

Title: _____

Date: _____

Attachment C - GMU Cover Page and Addendum



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030
Voice: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/purchasing/>



REQUEST FOR PROPOSALS GMU-1735-21

ISSUE DATE: March 17, 2021

TITLE: Security Products & Services

PRIMARY PROCUREMENT OFFICER: Katherine Sirotin, Assistant Director, ksirotin@gmu.edu

SECONDARY PROCUREMENT OFFICER: James F. Russell, Director, jrussell@gmu.edu

QUESTIONS/INQUIRIES: E-mail all inquiries to both Procurement Officers listed above, no later than 4:00 PM EST on March 29, 2021 by 4:00PM ET. **All questions must be submitted in writing.** Responses to questions will be posted on the [Mason Purchasing Website](#) by 5:00 PM ET on April 02, 2021. Note: Questions must be submitted via email (if you wish to submit a document with questions please make sure it is a WORD document). The subject line of your email MUST include the words "Question, and RFP GMU-1735-21". Failure to include these words in the subject line may result in your question not being received or answered. It is the offeror's responsibility to confirm that their questions were received by the Buyers prior to the deadline. GMU shall not be responsible for any emails caught in a firewall, delivered late, failure to deliver, etc. Also see section III. COMMUNICATION, herein.

PROPOSAL DUE DATE AND TIME: April 15, 2021 @ 2:00 PM ET. **SEE SECTION XIII.A.1 FOR DETAILS ON ELECTRONIC PROPOSAL SUBMISSION.**

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

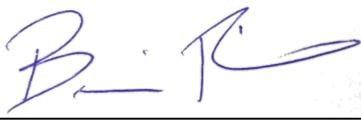
Name and Address of Firm:

Legal Name: Mobile Communications America, Inc.

Date: 4/15/2021

DBA: S3 Integration or S3I

Address: 1530 Caton Center Drive, Suite N

By: 
Signature

Baltimore, MD 21227

FEI/FIN No. 46-3325861

Name: Brian Piccolo

Fax No. 410-536-4884

Title: VP Sales and Business Development

Email: bpiccolo@s3integration.com

Telephone No. 410-952-4978

SWaM Certified: Yes: _____ No: X (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: N/A

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules*, § 36 or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.



Purchasing Department
Mailing Address: 4400 University Drive, Mailstop 3C5
Street Address: 4441 George Mason Boulevard, 4th Floor, Suite 4200
Fairfax, Va. 22030
Voice: 703.993.2580 | Fax: 703.993.2589

April 02, 2021

RFP ADDENDUM #1

Reference – Request for Proposal:	GMU-1735-21
Title:	Security Products & Services
Dated:	March 17, 2021
For Delivery To:	George Mason University

The following changes are hereby incorporated into the aforementioned RFP:

Please make sure to sign and include this addendum and all other addendums issued under this RFP with your offer/proposal.

- **Answers to Questions received by March 29, 2021 at 4:00PM.**

Answers to these questions will be considered part of the RFP and the vendor should include any changes that result from this addendum into their offer. Failure to consider the information provided below may result in your offer being scored lower:

1. **Question:** Statement of Needs, Item F - We are aware of the eVA transaction fee but what is the processing fee that is pointed out here?
Answer: Processing fees are fees that vendors charge Mason for “processing” our orders/requests and is an example of one type of fee we see included on quotes/proposals. Per Section F. We are requiring that all quotes provided for Mason’s requests be inclusive of all fees that they plan to bill Mason as part of the engagement/project. Also, to clarify regarding the eVA fee, any vendor that is awarded this contract with GMU is required to self-register in eVA and will be required to pay the eVA fee to eVA. This fee MAY NOT be passed on to Mason or broken out in the quote as a fee. Mason is also required to pay eVA fees in order to do business and this should be considered part of doing business with the Commonwealth. Please do not include a fee called “eVA fee” on your quote/proposal as it will be requested to be removed.
2. **Question:** Statement of Needs, Item K – Are we required to submit product catalogs for all the manufacturers listed on Appendix 1 with the bid response or will this only be a requirement for the awarded contractor?
Answer: Yes, we would like the vendor to provide product catalogs for all manufacturers that they are going to be offering on under this RFP. If you would like to provide links to those catalogs (embedded in your proposal) versus attaching them as full appendices, you may do so.
3. **Question:** Will additional manufacturers be able to be added to the Appendix 1 list after the RFP is awarded? For example, in year 2 of the contract GMU might want to utilize a manufacturer that wasn’t included on the original list so it would be nice to add to the list after award of the contract.

Answer: Yes. These contracts are flexible and can be amended, either at time of renewal, or as necessary, with additional manufacturers and discounts. Each year Mason will send out a renewal asking the vendor to renew the contract and if the vendor is able to offer additional manufacturers at that time they can provide an updated schedule listing the new manufacturers with the discounts off of MSRP.

4. **Question:** The pricing and costs of service equate to 25% of the evaluation of a contractor’s response. The challenge is the pricing based on a discount of MSRP as indicated in Appendix 1 for the 27 companies is very broad. Example is Assa Abloy is the parent company of 13 other Brands each with there own pricing and distribution structure. For a vendor to provide a single discount off of MSRP for all 13 Assa Abloy brands for “all parts and accessories, software and updates” would not provide GMU an accurate evaluation of the Pricing and Costs of the vendor as we as vendors do not know how much and which brands under Assa Abloy you may purchase thus defaulting to our lowest discount in turn showing our highest cost. Additionally, in appendix 1 we are to include Software along with hardware and accessories and one discount. The challenge being many of these manufactures provide the vendor 3 pricing levels that differ based on category the 3 below examples.
- I. Level 1 Hardware made by the Manufacturer.
 - II. Level 2 Hardware made by partner of the manufacturer.
 - III. Level 3 Software and Software Support

Once again this would not provide GMU an accurate evaluation of the Pricing and Costs of the vendor as we as vendors do not know how much and from which category you may purchase thus defaulting to our lowest discount in turn showing our highest cost to protect ourselves yet not a true evaluation of pricing.

Question 1 - My question is instead of vendor providing a % discount off MSRP for manufacturers / items found in Appendix 1 - would GMU provide a list of the most commonly utilized items from these 27 manufactures? This would aid in two ways one is we would be able to see category and most purchased items. Second consideration is to have us simply provide the exact cost for the manufacturer and specific item or sample list of manufacturer and item, My belief is this would give GMU a much better evaluation criteria for pricing and the overall evaluation of the vendor as it relates to awarding the 25% “EVALUATION CRITERIA” “Pricing and Costs”

Answer: Please see Section XII. Pricing and Costs of Services. Vendors are welcome to provide additional pricing schedules (separate from Appendix I) breaking out all available discounts off of MSRP. If the manufacturer offers different discounts for different products you may include those breakdowns in your additional Pricing Schedule as you see fit. An example of how you can handle this situation, regarding our Appendix I, is as follows:

EXAMPLE ONLY:

Manufacturer	Item(s)	% Discounts
Adams Write	All Parts and Accessories	Discounts Vary 5-25%. See attached pricing schedule

Mason is not open to changing our pricing scenario or evaluation criteria at this time. The Appendix I already contains information regarding our most commonly used manufacturers and we are also open to additional manufacturers/brands.

5. **Question:** RFP is asking for %Discount off of List Price. Some manufacturers have multiple discounts on products, is it possible to submit bid with multiple discounts listed? Other wise will have to base on lowest discount provided by that manufacturer....

Answer: See answer to Question 4. Above. Vendors are welcome to attach a separate pricing schedule (to the one that we have included as Appendix I) with additional discounts/brands/manufactures etc. If one manufacturer offers different discounts for different products you can break that out on your attached pricing schedule/offer.

Please sign and include this addendum as part of your offer.

In Compliance With this RFP And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services required by this RFP at the prices indicated in the pricing schedule, and the undersigned hereby certifies that all information provided below and in any schedule hereto is true, correct, and complete.

Name and Address of Firm:

Mobile Communications America, Inc dba S3 Integration

Date: 4/15/2021

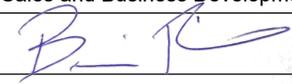
1530 Caton Center Drive, Suite N

By: Brian Piccolo

Baltimore, MD 21227

Title: VP Sales and Business Development

Fed ID No: 46-3325861

Signature: 

Email: bpiccolo@s3integration.com

Phone: 410-952-4978

Sincerely,
Katherine Sirotn
Assistant Director, Purchasing (VCO, CUPO)
Purchasing Department
George Mason University

Attachment D – S3I Payment Preference

PAYMENT TERMS / METHOD OF PAYMENT:

PLEASE NOTE: THE VENDOR MUST REFERENCE THE PURCHASE ORDER NUMBER ON ALL INVOICES SUBMITTED FOR PAYMENT.

Option #1- Payment to be mailed in 10 days-Mason will make payment to the vendor under 2%/10 Net 30 payment terms. Invoices should be submitted via email to the designated Accounts Payable email address which is acctpay@gmu.edu.

The 10 day payment period begins the first business day after receipt of proper invoice or receipt of goods, whichever occurs last. A paper check will be mailed on or before the 10th day.

Option #2- To be paid in 20 days. The vendor may opt to be paid through our Virtual Payables credit card program. The vendor shall submit an invoice and will be paid via credit card on the 20th day from receipt of a valid invoice. The vendor will incur standard credit card interchange fees through their processor. All invoices should be sent to:

George Mason University
Accounts Payable Department
4400 University Drive, Mailstop 3C1
Fairfax, Va. 22030
Voice: 703.993.2580 | Fax: 703.993.2589
e-mail: AcctPay@gmu.edu

Option#3- Net 30 Payment Terms. Vendor will enroll in Paymode-X where all payments will be made electronically to the vendor's bank account. For additional information or to sign up for electronic payments, go to <http://www.paymode.com/gmu>. There is no charge to the vendor for enrolling in this service.

Please state your payment preference in your proposal response:

If awarded the contract, Mobile Communications America, Inc. dba S3 Integration will choose payment option #3 as noted above.

Attachment E - Sample Proposal

*"We treat each customer
like our only customer."*

Proposal # 30275-1-0

Rev. 1

*"Extreme Customer Service,
With Extreme Professionalism."*

PRESENTED TO:

**George Mason University
Attn: Danny Anthes**

**PROPOSAL GMU - Merten Hall - Card Reader
FOR:**

PRESENTED BY:

Brian Piccolo

(C) 410-952-4978

(O) 410-536-1999

bpiccolo@s3integration.com



A Division of MCA
1530 Caton Center Suite N
Baltimore, MD 21227

www.s3integration.com



April 14, 2021

DCJS No.: 11-17936

DESIGN / BUILD / MAINTAIN

Scope Of Work:

Merten Hall – Door 301:

1. S3I shall furnish, install and provide final tie of the following components at the door: one (1) proximity card readers, one (1) electric strike, one (1) door contact and one (1) REX.
2. S3I shall furnish, install and provide final terminations of the following components in the telecomm closet: one (1) RS2 Dual Reader Controller. S3I shall mount the RS2 controller in the existing enclosure and shall tie into an existing power supply.
3. S3I shall furnish and install all access control composite cable as required from the door location to the telecomm closet.
4. S3I will provide commissioning of the card readers to test functionality and final acceptance testing.

S3I has the following exclusions as related to this project:

1. It shall be the responsibility of others to provide the appropriate 120V hardwired power source for the above noted security components.
2. All necessary network connectivity switches, IP addresses, etc. shall be provided by others.
3. Final tie-in to the fire alarm system, if required, shall be the responsibility of others.
4. All existing software and reader licenses shall be used. New reader licenses are not included in our proposal.
5. It shall be the responsibility of others to provide the final programming parameters of the card readers.
6. Professional services to be performed during normal S3I business hours.

Attachment F - Sample Invoice

Mobile Communications America, Inc.
DBA S3 Integration
1530 Caton Center Drive, Suite N
Baltimore, Maryland 21227
Tel: 410-536-1999
Fax: 410-536-4884
Website: www.s3integration.com
Tax ID # 46-3325861



Invoice
Invoice Number:

SS26452

Invoice Date:
 Apr 14, 2021

Sold To:
 GMU-Accounts Payable
 4400 UNIVERSITY DRIVE
 FAIRFAX, VA 22030

Job Location:
 GMU
 4400 UNIVERSITY DRIVE
 FAIRFAX, VA 22030

Customer ID		Customer PO		Payment Terms	
GMU		Signed Proposal		Net 30 Days	
Sales Rep ID		Shipping Method		Date of Service	Due Date
Piccolo		None			5/14/21

Quantity	Item	Description	Unit Price	Extension	Job ID
		George Mason University Merten Hall- Card Reader Door 301.			
		Material Sales		1,650.60	
		Labor Sales		1,390.00	
		Freight		23.81	
Sample Invoice Only					
This invoice is subject to lates fees of: 1 1/2% per month.					

FOR YOUR CONVENIENCE, WE ACCEPT
 ALL MAJOR CREDIT CARDS WITH 3%
 PROCESSING FEE

Subtotal	3,064.41
Sales Tax	
Total Invoice Amount	3,064.41
Payment/Credit Applied	
TOTAL	3,064.41

Check/Credit Memo No:



Attachment G - Link to Manufacturer Product Catalogs

Manufacturer	Link to Product Catalogs
Adams Rite	https://bannersolutions.com/Resources/Manufacturer-Literature
Aiphone	https://www.aiphone.com/home/products
Allegion	https://bannersolutions.com/Resources/Manufacturer-Literature
Altronix	https://bannersolutions.com/Resources/Manufacturer-Literature
Aperio Wireless	https://www.intelligentopenings.com/en/products/real-time-wireless/real-time-wireless1/
Arecont Vision Costar	https://www.arecontvision.com/products
Assa Abloy	https://www.assaabloydss.com/en/products/
Axis	https://www.axis.com/products
BEST Locks/Locksets	https://bannersolutions.com/Resources/Manufacturer-Literature
Command Access	https://bannersolutions.com/Resources/Manufacturer-Literature
Elk	https://bannersolutions.com/Resources/Manufacturer-Literature
Genetec	https://www.genetec.com/solutions/all-products/omnicast
GE/Interlogix	N/A
Hess	https://bannersolutions.com/Resources/Manufacturer-Literature
HID	https://www.hidglobal.com/products/readers
Honeywell	https://www.security.honeywell.com/All-Categories/intrusion/sensors
McKinney	https://bannersolutions.com/Resources/Manufacturer-Literature
Persona Campus	https://www.personacampus.com/en/site/persona/products/
Precision	https://bannersolutions.com/Resources/Manufacturer-Literature
RS2 Technologies	https://rs2tech.com/products/
RS2 Technologies	https://rs2tech.com/products/
RS2 Technologies	https://rs2tech.com/products/
Hanwha/Wisenet	https://www.hanwhasecurity.com/products/security-cameras.html
Sargent	https://bannersolutions.com/Resources/Manufacturer-Literature
Schlage	https://bannersolutions.com/Resources/Manufacturer-Literature
Schlage/Allegion WiFi	https://us.allegion.com/en/home/products/brands/schlage.html#top
Securitron	https://bannersolutions.com/Resources/Manufacturer-Literature
Traka	N/A
Von Duprin	https://bannersolutions.com/Resources/Manufacturer-Literature

Attachment H - RS2 Technologies Certification Letter



400 Fisher Street
Suite G
Munster, IN 46321
Phone: 219-836-9002
Fax: 219-836-9102
www.rs2tech.com

RS2 Technologies, LLC

April 7, 2021

To Whom It May Concern

This correspondence certifies that S3 Integration, in accordance with the provisions of the agreement between the parties dated; February, 2009, has been appointed an Authorized Dealer of RS2 Technologies, LLC and, as such, is duly authorized to sell, install and maintain all RS2 products.

If you have any questions please do not hesitate to contact me directly either via E-mail or my cell phone at 301-524-2971.

Sincerely,

David Bensky

Northeast Regional Sales Manager
RS2 Technologies, LLC
400 Fisher Street; Suite G
Munster, IN 46321

Phone: (219) 836-9002 x 235
Cell: (301) 524-2971
Corporate Fax: (219) 836-9102

E-mail: dbensky@rs2tech.com
Web: www.rs2tech.com

Attachment I - Genetec Certification Letter



Global Headquarters

Genetec Inc.
2280 Alfred Nobel Blvd.
Montreal, Quebec, H4S 2A4
Canada

T: +1 514.332.4000

F: +1 514.332.1692

Thursday, April 15, 2021

Genetec Elite Channel Partner

S3 Integration

1530 Caton Center Drive,
Suite N
Baltimore, MD 21227
United States

Dear Sirs,

This affirms that **S3** is a member in good standing of the Genetec Channel Partner Program, with **Elite** level status, valid until March 31, 2022. Members of the Genetec Channel Partner Program are recommended for the installation, service and support of Genetec solutions.

For more information on the Genetec Channel Partner Program or to learn what this partner's status level entails, please visit <https://www.genetec.com/partners/channel-partner-program>.

Should you have any questions, please contact the Genetec Sales Administration team.

Regards,

A handwritten signature in blue ink, appearing to read "Chantale Cadieux".

Chantale Cadieux
Sales Administration & GSA Manager
salesadmin@genetec.com