



**Determination for Multiple Award
Fire, Security and Communication System Solutions
RFP 21-07P**

In accordance with the requirements of A.A.C. R7-2-1050, a multiple award is necessary, advantageous, and is in the best interest of the 1GPA Members.

The basis for determining whether to award a multiple contract, as stated in the RFP, is based upon consideration for Members' experience with existing services, future expansion, contractor's ability to provide for a large diverse Membership and geographic areas served. The awards will be limited to the least number of Offerors that 1GPA determines is necessary to meet the needs of its Members. The contract will include a variety of fire, security and communication system solutions as well as related products and service.

The actual use of any contract will be at the sole discretion of 1GPA Members.

Recommended for Award (alpha order):

Alarm Electronics & Communications	Alarm Electronics & Communications offers a full line of products and services that includes over 100 different manufacturers. They have been serving schools and local governments for over 40 years specializing in Northern Arizona. They ranked second overall for cost. While specializing in Northern Arizona, Alarm Electronics & Communication also supports Members located in Colorado, New Mexico, Nevada and Utah. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.
American Fire Equipment Sales & Services, a division of The Hiller Companies, Inc.	American Fire Equipment Sales & Services has been providing products and services in Arizona since 1992. They carry over \$900,000 of inventory in Arizona and offer design, in house engineering, installation, commissioning, customer training, inspection, repair and technology upgrades. Clients include school districts, state agencies and local governments. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.

<p>Amer-X Security, Inc.</p>	<p>Founded in 1987, Amer-X Security, Inc. has been serving Arizona school districts, higher education institutes, municipalities and state government for over 30 years. They have a robust offering in the Closed Circuit Television and Video Surveillance, Intercom, Security and Related Product categories. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>APi National Service Group</p>	<p>APi National Service Group offers security, fire and monitoring services including inhouse design and engineering to Members nationally. APi offered the strongest line of inspection and testing services. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>Benson Security Systems, Inc.</p>	<p>Benson Security Systems, Inc. offers a full line of fire, security and communication system solutions to school districts and local governments in Arizona, Colorado, Nevada, New Mexico, Utah and California. Benson is the highest-ranking vendor for cost and the highest ranking vendor overall. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>Climatec, LLC</p>	<p>Climatec, LLC has been performing new system installs, inspections and testing and monitoring services across Arizona since 1975. They also serve clients in Texas, Nevada and California. They take a loss prevention approach to projects and have certified engineers on staff. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>Commercial Systems Technology, Inc.</p>	<p>Commercial Systems Technology, Inc. has been serving Arizona school districts and government since 1979. They offer fire alarm, closed circuit television, video surveillance, security and intercom products and services. They have an inhouse CAD Specialist and have education and certifications with Siemens, Bosch, Bogen and have NICET certification. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>

Copperstate Fire Protection	Since 1952, Copperstate Fire Protection has been focusing on the fire, security and communication system needs of school districts in Arizona, Colorado, Idaho, Missouri, Nevada, Utah and Wyoming. They are a Notifier Charter Member and their monitoring station has the highest UL Certification available. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.
ECD Systems LLC	For over 35 years, ECD Systems, LLC has been serving government and school district clients in Arizona. They provide fire alarm, video surveillance, intrusion detection, intercom systems, monitoring services and other related products and services. ECD Systems key personnel all have over 20 years' industry experience and the firm has a significant amount of large project experience. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.
Fire Security Electronics & Communication, Inc.	Fire Security Electronics and Communication, Inc. is a full-service low voltage electronics and fire suppression contractor located in Phoenix, AZ with a branch office in Tucson. Since 1980, FSEC has specialized in all aspects of high-quality life safety systems to every level of education, military and government clients. They are certified by many manufacturers including Bosch, Honeywell and Telecor. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.
Intelligrated Communications, Inc.	Intelligrated Communications, Inc. has been serving Arizona schools and medical facilities since 2011. They offer a broad range of products and services and are factory authorized to work on many different types of systems. They also serve on the Honeywell Advisory Council. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.
Johnson Controls Fire Protection, LP	Johnson Controls Fire Protection, LP is a large, national supplier of fire, security and communication system solutions. They are Homeland Security SAFETY Act Certified, licensed and registered in 50 states and have 120 offices located across the US. They offer a wide variety of manufacturers and have a patented monitoring system. Johnson Controls Fire Protection, LP is the second highest ranking vendor overall. References include higher education and school districts. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.

<p>Logicalis, Inc.</p>	<p>Logicalis Inc, is an award-winning firm that offers CCTV, intrusion, access control and a variety of other products nationally. Founded in 1998, they have expanded to 19 locations and specialize in education, state and local government clients. Their staff includes IT professionals and engineers. They offered the highest number of manufacturers and was the third highest ranking vendor in the cost category. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>Metro Fire Equipment</p>	<p>Metro Fire Equipment has been specializing in fire alarm and suppression and monitoring since 1975. They have a significant amount of experience with school district clients in Arizona and also serve clients in Nevada. They offered the most manufacturers for closed circuit TV and video surveillance (tied with Johnson Controls). 70% of the inspection and testing services were in the lowest priced tier. Metro Fire Equipment also holds many manufacturer certifications. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>Next Protection</p>	<p>Next Protection has been providing products and services to the education and local government sectors in Arizona since 1989. They offer a robust line of products and services and offer value engineering services. Next Protection offers most of the market basket items requested at prices falling in the lowest tier. They also offer competitive rates for monitoring services. Next Protection is the third highest ranking vendor overall. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>
<p>Wilson Electric Service Corp., dba Netsian Technologies Group</p>	<p>Netsian Technologies group has been an industry leader since 1993. Ranked as a top company by Arizona Business Rankings, they offer all categories listed in the RFP in both Arizona and New Mexico. They are NICET Certified, Milestone Certified, and hold manufacturer certifications for Bosch, Leviton, Hubbell, NEC, Axis and Hikvision. Netsian serves school districts, higher education and local government. The firm has no active exclusion through the System for Award Management and is in good standing with the Arizona Corporation Commission.</p>

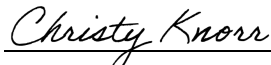
Each vendor offers a diverse range of products and/or services to assist 1GPA Members in supporting their individual needs. 1GPA has a national membership base with over 30% of the members located in Arizona. Vendors also have varying areas of expertise. No one vendor can meet all the needs of 1GPA Members for fire, safety and communication systems solutions. A multiple award ensures Members will have access to products and services they need in a timely manner.

1GPA and Pinal County ESA/Mary C. O'Brien recommend Members prepare a Written Determination that specifies the reasons the vendor was chosen to satisfy the requirements of rule R7-2-1004
 Written Determinations: "Written determinations required by Articles 10 and 11, including for any specified professional services, construction, construction services or materials to an entity selected from a qualified select bidders list or through a school purchasing cooperative, shall specify the reasons for the determination, including how the determination was made."

Based upon these factors, 1GPA and Pinal County ESA/Mary C. O'Brien have determined the necessity of a multiple award for fire, security and communication system solutions. A single award is not advantageous to 1GPA's Members. The contract award recommendation is to the least number of suppliers necessary to meet the needs of 1GPA Members.

Not Recommended for Award: The following vendors' proposals did not rank high enough to be recommended for an award under this solicitation (alpha order):

- AP Fire Protection
- Canyon State Electric (CSE Technologies)
- FPS Fire Protection Specialists, LP
- Interactive Security Technologies



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