



**FIRETROL**  
Protection Systems

**Preliminary Response to the Request for Proposal (RFP)**

**For**

**Security & Fire Protection Services  
Solicitation #3407**

**Release Date: March 22, 2017**

**Preliminary Proposal Due Date: May 23, 2017**

**Prepared by**

Firetrol Protection Systems, Inc.  
108 NW 132nd Street  
Oklahoma City, OK 73114  
405-752-2330 Office  
405-752-2297 Fax

**Date**

**May 19, 2017**



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## **2.11.4 PART II – COST PROPOSAL**

### **Section I – Cost Proposal**

Please see the attached labeled – **Attachment C Costs**  
**Firetrol Inspection & Monitoring Cost**

## **Section 4: Administrative and Technical Response Requirements**

### **4.1 Mandatory Minimum Administrative Proposal Requirements**

#### **Company Information:**

Firetrol Protection Systems was established February 2, 1984 and is a wholly owned subsidiary of Firetrol Holding Inc. (Firetrol Holding). Firetrol Holding is a wholly owned subsidiary of Consolidated Fire Protection, LLC (“CFP LLC” or “Parent”). CFP LLC is a wholly owned subsidiary of MX Holdings US, Inc. (“MXH”).

#### **Ownership Information:**

Firetrol currently has 18 locations throughout the United States with over 800 employees strong. Each of these offices features a unique capability as a “One Source Fire Solution” provider in their respective geographic areas.

As a company, Firetrol is recognized as the industry leader boasting of such Strategic Partnerships throughout the nation with such manufacturers as:

- **Fire Alarm & Detection Systems**  
Notifier, EST, Gamewell, FCI, Fike, Pyrochem, Bosch, Silent Knight, Fire-Lite
- **Specialty Suppression Systems**  
Minimax, Fike, Pyrochem, Ansul, Kidde, Chemetron, & RangeGuard Distributor
- **Security/Access Control/CCTV/Nurse Call/Patient Wandering Systems**  
Genetec, Software House, Continental, Infinious, Identicard, Salient Video Management, Bosch, Napco, American Dynamics, Tektone, Ciscor

#### **Bonding:**

Overall bonding capacity is in excess of \$30M. Current bonding is approximately \$20M.

#### **Insurability:**

Firetrol-Oklahoma features a number of distinguishing competencies:

- 8 separate Inspection Crews that are fully licensed to test & inspect various fire life safety systems, 10 Fire Sprinkler Installation Crews, 4 Fire Sprinkler service crews, 12 Alarm Installation Crews, 7 Alarm Service Technicians
- 24/7 Emergency service for Alarm and Fire Sprinkler Systems

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## 4.1 Mandatory Minimum Administrative Proposal Requirements Continued

- Customized monitoring, service and inspection Agreements
- Inventory stocked trucks and vans
- Inventory stocked warehouse in excess of \$150K of standard fire sprinkler and alarm equipment for timely service and repair
- Experienced Management
- Reliable, factory trained technicians
- Continuing education for employees
- Field Employees are all OSHA-10 Certified, some are OSHA-30
- Field Employees undergo background checks and random drug screening

In order to provide the above services, the Oklahoma City Firetrol Office diligently trains and recruits the very finest technicians in the area. Currently, the OKC Firetrol Office staff possesses the following valid certification and licenses:

### Fire Alarm & Detection Certifications

- ✓ 2 State Licensed Fire Alarm Designers, one being a Fire Protection Professional Engineer
- ✓ 1 NICET IV Fire Alarm Systems certified staff
- ✓ 2 NICET III Fire Alarm Systems Certified Staff
- ✓ 5 NICET II Fire Alarm Systems Certified Staff
- ✓ 2 NICET I Fire Alarm Systems Certified Staff
- ✓ 43 State Fire Alarm Licensed Technicians & Trainees
- ✓ 10 Factory Certified Notifier Trained Technicians
- ✓ 4 Factory Trained Notifier Network Programmer
- ✓ 2 VESDA Certified Installers

### Fire Sprinkler Certifications

- ✓ 5 Fire Sprinkler Designers
- ✓ 8 State Licensed Sprinkler Inspectors
- ✓ 19 State Licensed Fire Sprinkler Technicians
- ✓ 4 Certified Backflow Inspectors
- ✓ 2 NICET IV Water Based Systems Certified Staff
- ✓ 3 NICET III Water Based Systems Certified Staff

### Security/Access Control/Video/Nurse Call Certifications

- ✓ 4 State Licensed Manager
- ✓ 21 State Licensed Security Installers
- ✓ 16 State Licensed Access Control Technicians
- ✓ 1 Software House Certified Technicians
- ✓ 3 Continental Certified Technicians
- ✓ 6 Bosch Certified Technicians
- ✓ 3 Salient Video Management Certified Technicians
- ✓ 2 Tektone Nurse Call Certified Technicians



## **4.1 Mandatory Minimum Administrative Proposal Requirements Continued**

### **Engineered & Pre-Engineered Suppression System Certifications**

- ✓ 3 State Licensed Manager
- ✓ 10 State Licensed Installer/Inspector

## **4.2 NASPO ValuePoint Master Agreement Statement of Compliance**

Firetrol Protection Systems have read and understand all of the terms and conditions as shown in the Master Agreement (**Attachment A**).

Please see the attached labeled – **Attachment B - Scope of Work**



# FIRETROL Protection Systems

## 4.2.a Insurance

ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE(MM/DD/YYYY) 12/22/2016		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
<b>PRODUCER</b> Aon Risk Insurance Services West, Inc. Newport Beach CA Office 100 Bayview Circle Newport Beach CA 92660 USA			<b>CONTACT NAME</b> PHONE (A/C. No. Ext): (949) 608-6300 FAX (A/C. No.): (949) 608-6459 E-MAIL ADDRESS: <b>INSURER(S) AFFORDING COVERAGE</b> <b>NAIC #</b>			
<b>INSURED</b> Firetrol Protection Systems, Inc. 108 NW 132nd Street Oklahoma City OK 73114-2308 USA			INSURER A: Old Republic General Ins Corp 24139 INSURER B: HDI Global Insurance Company 41343 INSURER C: AXIS Surplus Insurance Company 26620 INSURER D: INSURER E: INSURER F:			
<b>COVERAGES</b>		<b>CERTIFICATE NUMBER:</b> 570064892411		<b>REVISION NUMBER:</b>		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. <span style="float: right;">Limits shown are as requested</span>						
INSR LTR	TYPE OF INSURANCE	ADDITIONAL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Ded \$100,000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		GLD1447200	01/01/2017	01/01/2018	EACH OCCURRENCE \$2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$2,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> Ded \$1,000 <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		A1CA92321708	01/01/2017	01/01/2018	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> RETENTION		CUD1447300	01/01/2017	01/01/2018	EACH OCCURRENCE \$8,000,000 SIR applies per policy terms & conditions AGGREGATE \$8,000,000
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A	A1Dw92321709	01/01/2017	01/01/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE-EA EMPLOYEE \$1,000,000 E.L. DISEASE-POLICY LIMIT \$1,000,000
C	Env CPL/Prof		CH002040012017 Cont'r Pol1/Prof/Mold	01/01/2017	01/01/2018	Each Claim \$5,000,000 Aggregate \$5,000,000 SIR applies per policy terms & conditions
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
<b>CERTIFICATE HOLDER</b>			<b>CANCELLATION</b>			
Evidence of Coverage Oklahoma city, OK . USA			SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Aon Risk Insurance Services West, Inc</i>			

Holder Identifier :  
Certificate No : 570064892411

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## 4.3 Participating State Terms and Conditions

Firetrol Protection Systems to participate with the State of Oklahoma Terms and Conditions.

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#### 4.4.1 Offeror Profile

Provide the following information specific to your company:

- a. Your company's full legal name  
*Firetrol Protection Systems, Inc.*
- b. Primary business address  
*108 NW 132<sup>nd</sup> Street, Oklahoma City, OK 73114*
- c. Describe your company ownership structure  
*Firetrol Protection Systems was established February 2, 1984 and is a wholly owned subsidiary of Firetrol Holding Inc. (Firetrol Holding). Firetrol Holding is a wholly owned subsidiary of Consolidated Fire Protection, LLC ("CFP LLC" or "Parent"). CFP LLC is a wholly owned subsidiary of MX Holdings US, Inc. ("MXH").*
- d. Employee size (number of employees)  
*110 employees*
- e. Website  
[www.Firetrol.net](http://www.Firetrol.net)
- f. Sales contact information  

<i>Jay Collins</i> <i>(405)206-9988</i> <a href="mailto:jcollins@firetrol.net">jcollins@firetrol.net</a>	<i>Raime Clark</i> <i>(405)655-0593</i> <a href="mailto:rclark@firetrol.net">rclark@firetrol.net</a>
--	--
- g. Your client retention rate during the past 3 years  
*Firetrol Protection Systems retention rate is 98%*
- h. A brief history of your company and the year it was founded  
*Firetrol Protection Systems was founded in 1984; Firetrol is the national leader in fire protection & life safety services currently employing over 700 of the best fire protection professionals in the industry.*
- i. Describe your company's growth during the past three years.  
*2014 Annual Revenue - \$104,738,000.00*  
*2015 Annual Revenue - \$122,785,000.00*  
*2016 Annual Revenue - \$126,592,000.00*



**4.4.1a Subcontractor Information**

Does this proposal include the use of subcontractors?

Yes		No	X
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**4.4.1b Business References**

**Attachment G** sent to the three customers listed below and emailed directly to the State of Nevada, Purchasing Division.

<b>Reference #:</b>	1		
<b>Company Name:</b>	OU Medical Center		
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>			
<input checked="" type="checkbox"/>	<b>VENDOR</b>	<input type="checkbox"/>	<b>SUBCONTRACTOR</b>
Project Name:	Annual Fire Systems Inspection		
<b>Primary Contact Information</b>			
Name:	Chris Moore		
Street Address:	700 NE 13 <sup>th</sup> Street		
City, State, Zip:	Oklahoma City, OK 73104		
Phone, including area code:	(405)271-7122		
Facsimile, including area code:			
Email address:	Christopher.Moore3@hcahealthcare.com		
<b>Alternate Contact Information</b>			
Name:			
Street Address:			
City, State, Zip:			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
<b>Project Information</b>			
Brief description of the project/contract and description of services	Provide annual inspection services for all fire systems. Also provide all maintenance, repair and install services.		





# FIRETROL

## Protection Systems

performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	
Original Project/Contract Start Date:	January 1, 2010
Original Project/Contract End Date:	Current
Original Project/Contract Value:	\$1,000,000.00
Final Project/Contract Date:	Still under contract
Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes

<b>Reference #:</b>	2		
<b>Company Name:</b>	Metro Technology Center		
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>			
<input checked="" type="checkbox"/>	<b>VENDOR</b>	<input type="checkbox"/>	<b>SUBCONTRACTOR</b>
Project Name:	Annual Fire Systems Inspection		
<b>Primary Contact Information</b>			
Name:	Melanie Stinnett		
Street Address:	1900 Springlake Dr.		
City, State, Zip:	Oklahoma City, OK 73111		
Phone, including area code:	(405)650-1961		
Facsimile, including area code:			
Email address:	Melanie.Stinnett@metrotech.edu		
<b>Alternate Contact Information</b>			
Name:			
Street Address:			
City, State, Zip:			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
<b>Project Information</b>			
Brief description of the	Provide annual inspection services for		

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FIRE PROTECTION AND LIFE SAFETY SPECIALISTS



# FIRETROL

## Protection Systems

project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	all fire systems. Also provide all maintenance, repair and install services.
Original Project/Contract Start Date:	July 1, 2009
Original Project/Contract End Date:	Current
Original Project/Contract Value:	500,000.00
Final Project/Contract Date:	Still under contract
Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes

<b>Reference #:</b>	3		
<b>Company Name:</b>	Western Farmers Electric Cooperative		
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>			
<input checked="" type="checkbox"/>	<b>VENDOR</b>	<input type="checkbox"/>	<b>SUBCONTRACTOR</b>
Project Name:	Annual Fire Systems Inspection		
<b>Primary Contact Information</b>			
Name:	Tyler Lonsdale		
Street Address:	701 NE 7 <sup>th</sup> Street		
City, State, Zip:	Anadarko, OK 73005		
Phone, including area code:	(405)247-4540		
Facsimile, including area code:			
Email address:	tyler.lonsdale@wfec.com		
<b>Alternate Contact Information</b>			
Name:			
Street Address:			
City, State, Zip:			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
<b>Project Information</b>			
Brief description of the	Provide annual inspection services for		



project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	all fire systems. Also provide all maintenance, repair and install services.
Original Project/Contract Start Date:	January 1, 2015
Original Project/Contract End Date:	Current
Original Project/Contract Value:	700,000.00
Final Project/Contract Date:	Still under contract
Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	Yes

#### 4.4.1c Vendor Staff Resumes

Please see the attached labeled – **Attachment H – Proposed Staff Resume**

#### 4.4.2 Customer Service

- a. What are your hours of operation and when are key account people available to us?  
*Firetrol Protection Systems’ normal operating hours are 8:00am to 5:00pm, Monday through Friday Central Standard Time. Firetrol personnel are on call and available 24 hours a day 7 days a week.*
- b. Describe how problem identification and resolution will be handled.  
*Firetrol Protection Systems reviews all projects that are assigned and any issues that may arise will be handled by working with internal and external customers to complete each task.*
- c. How will you service our account? Describe the system you will use to manage our account.  
*Firetrol Protection Systems has a dedicated Service Department with a Service Manager and Department Supervisor over each licensed field, followed by a supportive Administrative Staff.*



- d. How do you respond to customer complaints and service issues?  
*Firetrol Protection Systems will listen to any issues that arise and work with the customer to resolve them in a timely manner.*
- e. How do you assess customer satisfaction?  
*Firetrol Protection Systems has constant communication with our customers to meet any needs they have.*
- f. What are your quality assurance measures and how are they handled in your organization.  
*Firetrol Protection Systems uses licensed and qualified technicians in every department and matches experience with the tasks assigned.*

#### **4.4.3 Scope of Work**

Please see the attached labeled – **Attachment B - Scope of Work**

#### **4.4.4 Promotion of the NASPO ValuePoint Master Agreement**

- a. Briefly describe how you intend to promote the use of the Master Agreement.  
*Firetrol Protection Systems will continue to reach out to the State of Oklahoma customers and promote the usage of the State Contract.*
- b. Knowing that state procurement officials (CPO) must permit use of the Master Agreement in their state, how will you integrate the CPO's permission into your plan for promoting the agreement?  
*Firetrol Protection Systems is currently on the Oklahoma State contract and works closely with the State buyers to make sure that we meet the needs of the State agencies. Firetrol will continue to provide the same services under the new master agreement.*
- c. Public entities are sensitive to “scope” issues, that is, whether performance is within the intended scope of the solicitation as awarded. In the context of your method of promoting agreements of this nature, how would you clarify any questions regarding the scope the agreement with respect to any potential order?  
*The “scope” is a general guideline of work to be performed. Any specific request will need to be written into the proposal by the State of Oklahoma.*
- d. How will your company manage due dates for administrative fee payments and usage reports?  
*Firetrol Protection Systems contract administrator is prompted every quarter to supply a detailed billing report along with payment to the State of Oklahoma.*



#### **4.4.4 Promotion of the NASPO ValuePoint Master Agreement Continued**

- e. Through its Cooperative Development Coordinators and Education & Outreach team, NASPO ValuePoint assists Lead States by engaging vendors in strategies aimed at promoting master agreements. What opportunities and/or challenges do you see in working with NASPO ValuePoint staff in this way?

*It will continue to allow Firetrol Protection Systems to provide quality products and services to the State of Oklahoma customers at a competitive price point.*

#### **4.4.5 Usage Fee and Reporting Plan**

Offerors shall include in their proposal a detailed plan for meeting the usage fee and reporting requirements of NASPO ValuePoint and Participating States. All information within the plan must be kept current, with NASPO ValuePoint and the Lead State Contract Administrator being notified of any changes to the usage fee and reporting plan immediately.

The plan shall include but not be limited to the following components:

- a. Offerors shall identify the person responsible for providing the mandatory usage reports.  
*Firetrol Protection Systems contracting administrator, Keri Morrison will manage the mandatory usage reports.*
- b. Offerors shall identify the method and frequency in which usage data will be collected from authorized distributors.  
*The State of Oklahoma provides a usage form that is completed by Firetrol each quarter and submitted to the State of Oklahoma Central Purchasing Department.*
- c. Offerors shall identify the method in which usage fees will be distributed to NASPO ValuePoint and applicable Participating States.  
*Firetrol Protection Systems will send payment via check to NASPO ValuePoint and the State of Oklahoma.*
- d. Offerors shall identify the method in which up to date information will be provided to NASPO ValuePoint and the Lead State Contract Administrator  
*Firetrol Protection Systems will update this information quarterly and submit to the Lead State Contract Administrator.*



**Attachment B: Scope of Work**

**Attachment C: Cost**

**Attachment D: Vendor Sheet**

**Attachment E: Confidentiality & Certification**

**Attachment F: Vendor Certification**

**Attachment G: References**

**Attachment H: Proposed Staff Resumes**

**Attachment: Confidential Financial Information**

**Vendor Name: Firetrol Protection Systems**

**Nationwide or Region or State Proposed: Oklahoma**

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***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 1 - Access Control Systems**

	<b>Per Hour</b>
<b>Normal Business Hours (8:00am - 5:00pm M-F)</b>	\$90.00
<b>After Hours (5:01pm - 7:59am M-F)</b>	\$135.00
<b>Weekend/Holiday Hours</b>	\$180.00

Other miscellaneous labor service description (if applicable):

<b>CAD Labor</b>	\$65.00
<b>Shop Labor</b>	\$65.00
<b>Delivery Labor</b>	\$65.00
<b>Equipment &amp; Misc. Parts - Cost plus 25%</b>	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
<b>Hourly rate for telephone consultation only</b>	\$90.00
<b>Normal Business Hours (8:00am - 5:00pm M-F)</b>	\$90.00
<b>After Hours (5:01pm - 7:59am M-F)</b>	\$135.00
<b>Weekend/Holiday Hours</b>	\$180.00

	<b>Per Month</b>
<b>Costs for Maintenance and Monitoring</b>	\$0.00
<b>Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)</b>	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: Firetrol Protection Systems

Nationwide or Region or State Proposed: Oklahoma

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 2 - Burglar Alarms**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

Other miscellaneous labor service description (if applicable):

CAD Labor	\$65.00
Shop Labor	\$65.00
Delivery Labor	\$65.00
Equipment & Misc. Parts - Cost plus 25%	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$90.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
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Vendor Name: Firetrol Protection Systems

Nationwide or Region or State Proposed: Oklahoma

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 3 - Surveillance Services & Equipment**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

Other miscellaneous labor service description (if applicable):

CAD Labor	\$65.00
Shop Labor	\$65.00
Delivery Labor	\$65.00
Equipment & Misc. Parts - Cost plus 25%	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$90.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPERTY PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: Firetrol Protection Systems  
Nationwide or Region or State Proposed: Oklahoma

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*Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .*

**Category 4 - Portable Fire Extinguishers**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

Other miscellaneous labor service description (if applicable):

	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$90.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: Firetrol Protection Systems  
Nationwide or Region or State Proposed: Oklahoma

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*Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .*

**Category 5 - Fire Extinguishing Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00
Other miscellaneous labor service description (if applicable):	
CAD Labor	\$65.00
Shop Labor	\$65.00
Delivery Labor	\$65.00
Equipment & Misc. Parts - Cost plus 25%	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$90.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: Firetrol Protection Systems  
Nationwide or Region or State Proposed: Oklahoma

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*Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees.*

**Category 6 - Fire Sprinkler Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00
Other miscellaneous labor service description (if applicable):	
CAD Labor	\$65.00
Shop Labor	\$65.00
Delivery Labor	\$65.00
Equipment & Misc. Parts - Cost plus 25%	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$90.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: Firetrol Protection Systems  
Nationwide or Region or State Proposed: Oklahoma

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*Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees.*

**Category 7 - Fire Alarm/Protective Signaling Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

Other miscellaneous labor service description (if applicable):

CAD Labor	\$65.00
Shop Labor	\$65.00
Delivery Labor	\$65.00
Equipment & Misc. Parts - Cost plus 25%	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$90.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00
After Hours (5:01pm - 7:59am M-F)	\$135.00
Weekend/Holiday Hours	\$180.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: Firetrol Protection Systems  
Nationwide or Region or State Proposed: Oklahoma

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*Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees.*

**Category 9 - Inspections & Monitoring**

- Fire Extinguishing Systems
  - Fire Sprinkler Systems
  - Alarm Monitoring
- Fire Alarm/Protective Signaling Systems

	<b>Per Hour</b>	
Normal Business Hours (8:00am - 5:00pm M-F)	\$90.00	Time & Material Rates Only
After Hours (5:01pm - 7:59am M-F)	\$135.00	Time & Material Rates Only
Weekend/Holiday Hours	\$135.00	Time & Material Rates Only

Other miscellaneous labor service description (if applicable):

See attached - Firetrol Inspection & Monitoring Cost	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	\$0.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$0.00
After Hours (5:01pm - 7:59am M-F)	\$0.00
Weekend/Holiday Hours	\$0.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	\$0.00
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	Cost plus 25%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.



# FIRETROL Protection Systems

Addressable & Conventional Fire Alarm/Life Safety Service by Firetrol	Annual Inspection & Report	Annual Full Maintenance
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Monitoring Services by Firetrol	Annual Pricing
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<b>CONTROL EQUIPMENT</b>		
Control Panel (monitored)	\$150.00	\$1,200.00
Special Systems Control Panel (pre-action, Co2, FM200 etc.)	\$170.00	\$750.00
Additional Panel	\$200.00	\$750.00
Air Sensing panel	\$75.00	\$500.00
Dialer	\$150.00	\$500.00
Voice Amplifier	\$25.00	\$100.00
Annunciator (remote)	\$150.00	\$750.00
Graphic Annunciator	\$25.00	\$100.00
NAC Power Extender with Battery Test	\$60.00	\$500.00
	\$25.00	\$200.00

<b>EMERGENCY VOICE/ALARM/EVAC</b>		
Emergency Telephone	\$3.50	\$100.00
Phone Jack	\$5.00	\$10.00
Fireman Phone	\$3.50	\$30.00

<b>INITIATING DEVICES</b>		
Duct Detector (with cleaning)	\$35.00	\$60.00
Duct Detectors test	\$25.00	\$60.00
Duct Detector with remote test	\$11.00	\$65.00
Heat Detector (restorable)	\$11.00	\$20.00
Remote system interphase	\$10.00	
Air Sensing lines	\$25.00	
Smoke Detector	\$10.00	\$20.00
Smoke Detector (below floor)	\$20.00	\$40.00
Smoke Detector (beam)	\$40.00	\$150.00
Smoke Detector (laser)	\$20.00	
CO Detector	\$10.00	\$60.00
Manual Pull Station	\$4.00	\$15.00
Modules (control, monitor, relay)	\$10.00	\$15.00
Smoke Detector Sensitivity Testing	\$20.00	
Flame Detector	\$20.00	
Gas Detector	\$20.00	
Elevator Shunt Trip Test	\$20.00	
Elevator Recall	\$40.00	

<b>SUPERVISORY DEVICES</b>		
Fire Supervisory (all other)	\$6.50	\$15.00
Fire Supervisory Signal (emergency)	\$6.50	\$15.00
Fire Supervisory Signal (air pressure)	\$6.50	\$15.00
Fire Supervisory Signal (fire pump)	\$6.50	\$15.00

<b>ALARM NOTIFICATION</b>		
Fire Alarm Bell/Horn/Chime	\$3.50	\$10.00
Speakers/Strobe	\$3.50	\$10.00
Fire Alarm Visual/Beacon	\$3.50	\$10.00
Audio/Visual	\$3.50	\$10.00

<b>MISC</b>		
Kitchen hood monitor point	\$6.50	\$35.00
Door Closer	\$6.00	\$30.00
Smoke Damper verification	\$25.00	\$100.00

<b>Monitoring annual pricing</b>	
Cellular- monthly supervision	\$320.00
Cellular- daily supervision	\$420.00
Cellular- daily supervision-high usage plan	\$432.00
Cellular- monthly supervision	\$320.00
Cellular- daily supervision	\$420.00
Cellular- daily supervision-high usage plan	\$432.00
Cellular- 200 second supervision	\$750.00
IP/Cellular-commercial fire	\$432.00
DSC Cellular monitoring	\$360.00
DSC Cellular Sole Communicator monitoring	\$528.00
IP/Cellular-commercial fire 5 minute supervision over IP	\$456.00
IP/Cellular-commercial fire 5 minute supervision over cellular	\$528.00
IP/Cellular- commercial Burglary (monthly supervision)	\$320.00
IP/Cellular- commercial Burglary (daily supervision)	\$420.00
Total Connect (this is an add to IP/Cellular plans)	\$120.00
IP/ T-Link monitoring	\$360.00
Tellular monitoring (daily test)	\$384.00
Tellular (sole path commercial TG-7FS)	\$750.00
Elevator monitoring	\$360.00
Radio or Analog monitoring	\$300.00
<b>Dialers -- Cellular, Radio, IP, IP/Cellular</b>	<b>list less 20%</b>

<b>OTHER ITEMS</b>	
Smoke and fire damper (4 or 6 yr test Per Unit)	\$75.00
Stairwell Pressurization	\$20.00
HVAC Shut Down Per Unit	\$20.00
Roll-Up Doors Per Unit	\$50.00
Smoke Evacuation Per Unit	\$100.00
Milage local	\$15.00
Milage out of town	Hourly Rate

<b>Egress</b>	
Emergency Lights (battery units)(load test)	\$40.00
Emergency Lights (battery units)(90 min test)	\$20.00
Exit Lights (battery units) (lead Test)	\$40.00
Exit Lights (battery units) (90 minTest)	\$20.00
Defibulator testing	\$40.00
Door Fan Test	\$500.00

Note: All pricing is based on normal working hours and accessible devices



# FIRETROL

## Protection Systems

Mechanical/Suppression Service by Firetrol	Annual Inspection & Report	Quarterly Inspection & Report
<b>FIRE SPRINKLER SYSTEM</b>		
Standard Wet Pipe Inspection	\$150.00	\$100.00
Dry Pipe self resetting	\$150.00	\$100.00
Each additional riser/flow/tamper (additional floor sectionals)	\$75.00	\$60.00
Sprinkled floors w/ no sectional	\$60.00	\$50.00
Dry-system trip test	\$50.00	
Dry standpipe hydrostatic test	\$225.00	\$100.00
Dry/Pre-action trip test	\$650.00	
5-year test (single riser/FDC)	\$225.00	\$100.00
Foam system test	\$300.00	
Foam pump test	\$475.00	
Foam Proportional Valve	\$450.00	
Foam analysis	\$150.00	
Foam pump test	\$250.00	
Foam strainer test	\$475.00	
Deluge system inspection	\$150.00	\$100.00
Antifreeze loop (antifreeze test)	\$525.00	
Private yard hydrant flow test	\$100.00	
Post indicating valve	\$120.00	\$35.00
	\$60.00	

Mechanical/Suppression Service by Firetrol (continued)	Annual Inspection & Report
<b>FIRE PUMP</b>	
Monthly Pump Churns (+ trip -out of town)	\$2,160.00
Flow pump test ( up to 250 GPM)	\$400.00
Flow pump test (500 GPM)	\$500.00
Flow pump test (750 GPM)	\$600.00
Flow pump test (1000 GPM)	\$700.00
Flow pump test (1500 GPM)	\$1,000.00
Flow pump test (2500 GPM)	\$1,250.00

<b>BACKFLOW PREVENTORS</b>	
Backflow Inspection Only (standard)	\$150.00
Backflow (while inspecting sprinkler system)	\$75.00

<b>OTHER INSPECTIONS</b>	
Fire Hose inspection & rerack	\$20.00
Fire Hose Hydrostatic test & rerack	\$50.00

Special Hazard /Life Safety Service by Firetrol	Annual Inspection & Report	Semi-Annual Inspection & Report
<b>CONTROL EQUIPMENT</b>		
Special Systems Control Panel (pre-action, Co2, FM200 etc.)	\$200.00	\$200.00
Annunciator (remote)	\$200.00	\$200.00
Graphic Annunciator	\$25.00	\$25.00
CPU Graphic Display	\$75.00	\$75.00
Special equip shut down (EPO)	\$15.00	\$15.00
NAC Power Extender with Battery Test	\$100.00	\$100.00
	\$25.00	\$25.00

Special Hazard /Life Safety Service by Firetrol	Annual Inspection & Report	Semi-Annual Inspection & Report
<b>CLEAN AGENT SYSTEMS</b>		
FM 200/ Halon / Energen system test (basic) (includes 1 pull & 2 smokes-add devices priced in Initiating devices)	\$500.00	\$250.00
Clean agent tank weighting	\$200.00	\$200.00
Clean agent tank w/liq level	\$100.00	\$100.00
EPO testing	\$450.00	
Fan test	\$1,100.00	
Clean Agent Puff test	\$100.00	
CO2 High pressure	\$320.00	\$320.00
CO2 High pressure add cylendar	\$25.00	\$25.00
CO2 low pressure	\$525.00	\$525.00
CO2 mini	\$400.00	\$400.00
Dry Chemical	\$160.00	\$160.00
Dry Chemical (additional Cylander)	\$80.00	\$80.00
Fusable Links	\$15.00	\$15.00

<b>INITIATING DEVICES</b>		
Duct Detector	\$25.00	\$25.00
Heat Detector (restorable)	\$10.00	\$10.00
Smoke Detector	\$10.00	\$10.00
Control Module	\$5.00	\$5.00
Smoke Detector (under floor)	\$20.00	\$20.00
Smoke Detector (beam)	\$40.00	\$40.00
Smoke Detector (laser)	\$20.00	\$20.00
Manual Pull Station	\$5.00	\$5.00
Abort Switch	\$5.00	\$5.00
Interphase Testing	\$15.00	\$15.00
Smoke Detector Sensitivity Testing	\$20.00	\$20.00
Flame Detector	\$20.00	\$20.00
Gas Detector	\$20.00	\$20.00

<b>ALARM NOTIFICATION</b>		
Fire Alarm Bell	\$3.50	\$3.50
Fire Alarm Visual	\$3.50	\$3.50
Horns	\$3.50	\$3.50
Becon	\$3.50	\$3.50

<b>SUPERVISORY DEVICES</b>		
Fire Supervisory Signal (emergency)	\$6.50	\$6.50
Fire Supervisory Signal (air pressure)	\$6.50	\$3.50
Modules (mon, control, relay)	\$5.00	\$5.00

<b>MISC</b>		
Door fan test	\$500.00	

Note: All pricing is based on normal working hours and accessible devices





# FIRETROL

## Protection Systems

Suppression Services by Firetrol	Annual Inspection & Report	Full Service Inspection & Report
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Portable Extinguishers		
Stored Pressure, CO2, K class, gas inspections		
Initial inspection up to 5 (trip charge not included)	\$25.00	
additional after 5	\$5.00	

Recharge Stored pressure * (ABC, BC)		
2 1/2 #	\$16.50	\$15.00
5#	\$20.00	\$18.00
10#	\$32.00	\$18.00
20#	\$55.00	\$22.00
Stored Pressure Hydro-test (does not include recharge)	\$18.00	

Water Extinguishers 2 1/2 Gal		
Recharge	\$19.00	
Hydro test (recharge not included)	\$18.00	

Gas Extinguishers		
2.5# Recharge	\$65.00	
5# Recharge	\$130.00	
11# Recharge	\$220.00	
13# Recharge	\$320.00	
Hydro test (recharge not included)	\$18.00	

Miscellaneous parts / extras (extinguishers)		
Valve stems	\$12.00	
Gauges	\$20.00	
Angle Extinguisher Signs	\$9.50	
Stick on Wall Extinguishers Signs	\$8.00	
Extinguisher Wall Bracket	\$5.00	
CO2 Horn	\$55.00	
Handle	\$3.00	
CO2 Hose	\$20.00	

**All new extinguishers will be billed at our cost plus 25%**

Suppression Services by Firetrol (continued)	Annual Inspection & Report
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K-Class extinguishers	
Recharge	\$80.00
Hydro charge	\$18.00

CO2 Service	
Conductivity Test	\$8.00
5# Recharge	\$25.00
10# Recharge	\$30.00
15# Recharge	\$33.00
20# Recharge	\$40.00
CO2 Hydro test (does not include recharge)	\$18.00

Wheeled Unit Extinguishers	
75 & 125 & 15# whelled units (inspections)	\$110.00
Regulator test	\$30.00
Recharge on wheeled units	\$250.00
Hydrotest wheeled units (recharge not included)	\$200.00

Kitchen Hood systems	
Six Month Inspection (links & caps not included)	\$95.00
Extra Tank	\$30.00
Fusible Links	\$15.00
Rubber Blow Off Caps	\$6.00
Metal Blow Off Caps	\$15.00
Hydrotest Tanks (recharge not included)	\$125.00
Cartridge Unit	\$100.00
Double Cartridge Unit	\$195.00
Trip Charge local (every 6 months)	\$15.00
Trip Charge out of town (every 6 months)	Hourly

<b>* All recharges include O ring (valve stems and other parts are extra)</b>
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\* Note Kichen Hood Inspection price is priced for each 6 month inspection. Double for yearly cost.

\* Note: All pricing is based on normal working hours and accessible devices

## PROPOSED STAFF RESUME FOR RFP 3407

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	<b>FIRETROL PROTECTION SYSTEMS, INC</b>
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Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.

Contractor:	<b>X</b>	Subcontractor:	
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The following information requested pertains to the individual being proposed for this project.

Name:	<b>BUDDY VOELKER</b>	Key Personnel: (Yes/No)	<b>YES</b>
Individual's Title:	<b>ALARM DEPARTMENT MANAGER</b>		
# of Years in Classification:	<b>19</b>	# of Years with Firm:	<b>6</b>

### BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Mr. Voelker has 13 years as a Journeyman Electrician and 6 years in the fire/Security/Access Control/CCTV and Nurse Call industry and has served at several capacities to include supervision and management within the industries.

### RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

DC Systems	1996-1998	Fire Alarm Technician
Four Winds Contractor	2000-2004	Electronics Technician/Electrical Apprentice
Metro Tech Electrical	2004-2006	Journeyman Electrician/Service Technician
Oil Capital Electric	2006-2010	Journeyman Electrician/Electrical Foreman
Liberty Electric	2010-2011	Journeyman Electrician/Electrical Foreman
Firetrol Protection Systems	2011-Present	FA Tech/PM/Service Supervisor/Dept. Manager

### EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Mid-Del Christian School      High School Diploma      May 1991

### CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Oklahoma Department of Labor License – Commercial Fire Alarm Technician  
Electrical Journeyman License  
Boy Scouts of America – Eagle Scout

### REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

1. Richard Felton	Regional VP	Firetrol Protection Systems
Office: 405-752-2330	Fax: 405-752-2297	Email: <a href="mailto:rfelton@firetrol.net">rfelton@firetrol.net</a>
2. Dennis Bloye	Operations Manager	Firetrol Protection Systems
Office: 405-752-2330	Fax: 405-752-2297	Email: <a href="mailto:dbloye@firetrol.net">dbloye@firetrol.net</a>
3. Kim Bingham	Office Manager	Firetrol Protection Systems
Office: 405-752-2330	Fax: 405-752-2297	Email: <a href="mailto:kbingham@firetrol.net">kbingham@firetrol.net</a>

## PROPOSED STAFF RESUME FOR RFP 3407

*A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.*

<b>Company Name Submitting Proposal:</b>	<b>FIRETROL PROTECTION SYSTEMS, INC</b>
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*Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.*

<b>Contractor:</b>	<b>X</b>	<b>Subcontractor:</b>	
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*The following information requested pertains to the individual being proposed for this project.*

<b>Name:</b>	<b>CHRIS STRICKER</b>	<b>Key Personnel: (Yes/No)</b>	<b>YES</b>
<b>Individual's Title:</b>	<b>ALARM SERVICE COORDINATOR</b>		
<b># of Years in Classification:</b>	<b>10</b>	<b># of Years with Firm:</b>	<b>4</b>

### BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

*Information should include a brief summary of the proposed individual's professional experience.*

Mr. Stricker has 10 years' experience in the Fire Alarm Industry to include Fire/Security/Access Control/and CCTV. He has been involved in the inspections, installation, and service both as a technician and currently as a supervisor.

### RELEVANT EXPERIENCE

*Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.*

Tyco ADT Commercial	2007-2013	Alarm Apprentice/Technician/Lead Technician
Firetrol Protection Systems	2013-Present	Alarm Technician/Inspector/Service Coordinator

### EDUCATION

*Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.*

East Coweta High School	High School Diploma	2001
Francis Tuttle Tech Center	1800 hours – Electronics Instrumentation & Control	2005

### CERTIFICATIONS

*Information required should include: type of certification and date completed/received.*

Oklahoma Department of Labor License in Alarm, Burglar, Access Control  
NICET Level 1 Certification

### REFERENCES

*A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.*

1. Richard Felton Office: 405-752-2330	Regional VP Firetrol Protection Systems Fax: 405-752-2297	Email: <a href="mailto:rfelton@firetrol.net">rfelton@firetrol.net</a>
2. Dennis Bloye Office: 405-752-2330	Operations Manager Firetrol Protection Systems Fax: 405-752-2297	Email: <a href="mailto:dbloye@firetrol.net">dbloye@firetrol.net</a>
3. Kim Bingham Office: 405-752-2330	Office Manager Firetrol Protection Systems Fax: 405-752-2297	Email: <a href="mailto:kbingham@firetrol.net">kbingham@firetrol.net</a>

## PROPOSED STAFF RESUME FOR RFP 3407

*A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.*

<b>Company Name Submitting Proposal:</b>	<b>FIRETROL PROTECTION SYSTEMS, INC</b>
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*Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.*

<b>Contractor:</b>	<b>X</b>	<b>Subcontractor:</b>	
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*The following information requested pertains to the individual being proposed for this project.*

<b>Name:</b>	<b>LANCE GUILFOYLE</b>	<b>Key Personnel: (Yes/No)</b>	<b>YES</b>
<b>Individual's Title:</b>	<b>SERVICE MANAGER</b>		
<b># of Years in Classification:</b>	<b>21</b>	<b># of Years with Firm:</b>	<b>8</b>

<b>BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE</b> <i>Information should include a brief summary of the proposed individual's professional experience.</i>
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Mr. Guilfoyle is responsible for the supervision of the inspection, suppressions, and service departments. Mr. Guilfoyle has 25 years in all aspects of the fire sprinkler, fire alarm and suppression inspections. Mr. Guilfoyle has served at several capacities to include supervision and management within the industries.

<b>RELEVANT EXPERIENCE</b> <i>Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.</i>
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Firemaster	1996-1998	Industrial Account Manager
Grinnell Fire Protection Systems	1998-2006	Lead Inspector
Superior Fire Protection	2006-2009	Lead Inspector
Firetrol Protection Systems	2009-Present	Lead Inspector/Inspection Mgr/Service Mgr

<b>EDUCATION</b> <i>Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.</i>
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Shawnee High School	HS Diploma	1980
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<b>CERTIFICATIONS</b> <i>Information required should include: type of certification and date completed/received.</i>
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Oklahoma Department of Labor License – Fire Alarm Technician, Fire Sprinkler Systems Inspector & Technician, CCTV and Access Control  
 Oklahoma Fire Marshal License – Engineered and Pre-Engineered Systems, Fire Extinguishers Tech

<b>REFERENCES</b> <i>A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.</i>
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1. Richard Felton	Regional VP	Firetrol Protection Systems
Office: 405-752-2330		Fax: 405-752-2297      Email: <a href="mailto:rfelton@firetrol.net">rfelton@firetrol.net</a>
2. Dennis Bloye	Operations Manager	Firetrol Protection Systems
Office: 405-752-2330		Fax: 405-752-2297      Email: <a href="mailto:dbloye@firetrol.net">dbloye@firetrol.net</a>
3. Kim Bingham	Office Manager	Firetrol Protection Systems
Office: 405-752-2330		Fax: 405-752-2297      Email: <a href="mailto:kbingham@firetrol.net">kbingham@firetrol.net</a>

## PROPOSED STAFF RESUME FOR RFP 3407

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	<b>FIRETROL PROTECTION SYSTEMS, INC</b>
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Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.

Contractor:	<b>X</b>	Subcontractor:	
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The following information requested pertains to the individual being proposed for this project.

Name:	<b>PATRICK FLEMING</b>	Key Personnel: (Yes/No)	<b>YES</b>
Individual's Title:	<b>SPRINKLER CONSTRUCTION MANAGER</b>		
# of Years in Classification:	<b>10</b>	# of Years with Firm:	<b>6</b>

### BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Mr. Fleming has 10 years' experience in the fire sprinkler industry. Mr. Fleming has served at several capacities including technician and project manager. Mr. Fleming is currently responsible for the scheduling of service calls as well as managing projects on the construction side.

### RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Jayhawk Fire Protection	2008	Sprinkler Apprentice
Superior Fire Protection	2008-2011	Fire Sprinkler Technician
Firetrol Protection Systems	2011-Present	Fire Sprinkler Technician/Service Supervisor/ Project Manager/Construction Manager

### EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Shawnee High School	GED	1998
Ashworth College	Project Management Course	2016

### CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Oklahoma Department of Labor License – Fire Sprinkler Technician  
Fire Smarts – NFPA Inspection and Testing of Water Based Systems.

### REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

1. Richard Felton	Regional VP	Firetrol Protection Systems
Office: 405-752-2330		Fax: 405-752-2297 Email: <a href="mailto:rfelton@firetrol.net">rfelton@firetrol.net</a>
2. Dennis Bloye	Operations Manager	Firetrol Protection Systems
Office: 405-752-2330		Fax: 405-752-2297 Email: <a href="mailto:dbloye@firetrol.net">dbloye@firetrol.net</a>
3. Kim Bingham	Office Manager	Firetrol Protection Systems
Office: 405-752-2330		Fax: 405-752-2297 Email: <a href="mailto:kbingham@firetrol.net">kbingham@firetrol.net</a>

## PROPOSED STAFF RESUME FOR RFP 3407

*A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.*

<b>Company Name Submitting Proposal:</b>	<b>FIRETROL PROTECTION SYSTEMS, INC</b>
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*Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.*

<b>Contractor:</b>	<b>X</b>	<b>Subcontractor:</b>	
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*The following information requested pertains to the individual being proposed for this project.*

<b>Name:</b>	<b>ROGER ROUNSAVILLE</b>	<b>Key Personnel: (Yes/No)</b>	<b>YES</b>
<b>Individual's Title:</b>	<b>SPRINKLER MANAGER</b>		
<b># of Years in Classification:</b>	<b>29</b>	<b># of Years with Firm:</b>	<b>9</b>

### BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

*Information should include a brief summary of the proposed individual's professional experience.*

Mr. Rounsaville is responsible for the supervision of the sprinkler design department, installation department, as well as the service group. Mr. Rounsaville has 29 years in the fire protection industry and has served at several levels of management in the industry.

### RELEVANT EXPERIENCE

*Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.*

Grunau Fire Protection, Inc	1988-1989	Fire Sprinkler Project Manager
Control Fire Systems, Inc.	1989-1990	Fire Sprinkler Project Manager
AI Fire Protection, Inc.	1990-1999	Fire Sprinkler Project Manager
Statewide Fire Protection, Inc.	1999-2002	Fire Sprinkler Project Manager
Alpine Fire Protection, Inc.	2002-2008	Fire Sprinkler Sales/Project Manager
Firetrol Protection Systems, Inc.	2008-Present	Fire Sprinkler PM/Sprinkler Dept Manager

### EDUCATION

*Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.*

Yukon High School	High School Diploma	1987
Canadian Valley Vo-Tech	Drafting & Design/AutoCAD	1985-1987

### CERTIFICATIONS

*Information required should include: type of certification and date completed/received.*

Oklahoma Department of Labor License – Fire Sprinkler Manager  
NICET Level III Certification

### REFERENCES

*A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.*

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