



Contact Information:

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www.alphacorpsecurity.com

Proposal for:

WSCA – State of Utah

RFP #3047

Security Protection Systems

Attention:

**Ronda Miller, State of Nevada Purchasing
Division**

State of Nevada
Department of Administration

Purchasing Division

515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Jeff Mohlenkamp
Director

Greg Smith
Administrator

THE NEVADA STATE PURCHASING DIVISION

IS SOLICITING PROPOSALS FOR

SECURITY/PROTECTION SYSTEMS

REGION CONTRACT/PROJECT WILL COVER

MULTI-STATE

REQUEST FOR PROPOSAL 3047

PROPOSAL DUE DATE

07/10/13

1. A copy of this Request for Proposal (RFP) may be obtained by clicking on "RFP/RFQ/RFI Opportunities on our web page at: http://purchasing.state.nv.us/bidding_opportunities.htm.
2. Please fill out this form and either email to: srvpurch@admin.nv.gov Attention: Christine McElroy or fax to 775-684-0188, Attention: Christine McElroy. ***You will be responsible for checking the website for any amendments.***
3. Email us at srvpurch@admin.nv.gov if you have any problems downloading the documents from the website.

Company Name:	Alphacorp Security		
Contact Name:	Justin Meredith		
Phone Number:	801-910-5919	Fax Number:	801-972-3165
Email Address	jmeredith@alphacorpsecurity.com		
Address:	2211 West 2300 South		
City:	West Valley City	State:	UT
		Zip:	84119



TABLE OF CONTENTS

Proposal Section 1 – State Documents

- Title Page
- Table of Contents
- Attachment A
- Amendment Signature Pages
- Attachment B
- Attachment C
- Vendor Licensing Agreements

Proposal Section 2 – Company Information

- Attachment D
- Attachment E
- Attachment F
- Subcontractor Information

Proposal Section 3 – Technical Proposal

- Response to Scope of Work
- Reporting
- Company Background/History
- Time Performing Comparable Projects

Proposal Section 4 – Redacted Technical Proposal

- N/A

Proposal Section 5 – Cost

- Attachment G
- Attachment H

Proposal Section 6 – Confidential Financial

- Dun and Bradstreet Number
- Attachment I

**ATTACHMENT A ~ TECHNICAL PROPOSAL CERTIFICATION OF COMPLIANCE WITH
TERMS AND CONDITIONS OF RFP**

I have read, understand and agree to comply with *all* the terms and conditions specified in this Request for Proposal.

YES X

I agree to comply with the terms and conditions specified in this RFP.

NO

I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors *must* provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Alphacorp Security

Company Name

Mike Painter

Signature

Mike Painter

7/9/2013

Print Name

Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

Attachments A – C must be submitted in Section 1 of vendor's proposal

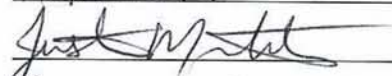
subcontractor has complied with the same license and/or certifications required within RFP 3047.

43. The examples provided of contractors' products to be listed on the WSCA Contracts does not include pricing except for Labor Pricing.
This is not a question. The State is unclear on the question.
44. How do you want pricing to be communicated in our proposals and how will product pricing be evaluated?
*Refer to page one of this amendment for embedded updated Attachment G ~ Cost.
Refer to Section 3.3 of the RFP for evaluation information.*
45. Will Tabs separating sections be counted as part of the Page count restrictions?
No.
46. Are customer references required for each state the WSCA contract covers and does the bidder require multiple references from each state?
No.
47. What is the approval process for travel charges?
All travel charges shall be included within vendor's submitted costs and may not be added as additional line items.
48. Can you make available an invoice that is representative of labor equipment and travel charges?
No.

ALL ELSE REMAINS THE SAME FOR RFP 3047.

AMENDMENT 1

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: ALPHACORP
Authorized Signature: 
Title: ACCOUNT MANAGER Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.

23. Original question:

If successful - is it permitted for the contract holder to select the opportunities (Quote Requests) they respond to, or is the contract holder obligated to respond all quote request under the contract?

No.

Clarification Question:

In Response to Question #23, Can the State please clarify its response to this question.... Is it permitted for the contract holder to select the opportunities (Quote requests) to respond to? ... Or... is the contract holder obligated to respond to all requests under the contract?

Awarded vendors are expected to provide a quote in response to all requests, barring extenuating circumstances.

47. Original question:

What is the approval process for travel charges?

All travel charges shall be included within vendor's submitted costs and may not be added as additional line items.

Clarification Question:

Related to Question # 47, Can the State please clarify how Travel Charges are to be reimbursed. Section 5.3.5 of the RFP is very specific as to the procedures. The response to the question states we need to include these costs in our proposal. Are you suggesting we identify these in: 1 Pricing Schedule-Maintenance Work - Other Costs (Provide Detail) portion of the Pricing Schedule (Need to do the same for Projects Under \$100,000 Pricing Schedule or 2) As part of our hourly rates in Pricing Schedules and allowed to bill for time to and from the job site for both schedules. Or 3) Identify as actual travel costs and per diem per section 5.3.5 State Claim for Travel Expense?.

In general, travel costs such as vehicle fuel costs and daily meals should be included in the hourly charges, indicated in # 2) of the clarifying question. As the pages of Attachment G state, "each participating state will negotiate travel/mobilization costs." Such negotiations may include required overnight travel due to long distances, per diem, air travel, etc.

ALL ELSE REMAINS THE SAME FOR RFP 3047.

AMENDMENT 2
Vendor must sign and return this amendment with proposal submitted.

Vendor Name:

ALPHA CORP

Authorized Signature:

[Signature]

Title:

ACCOUNT MANAGER

Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.



SUBJECT: Amendment 3 to Request for Proposal 3047
RFP TITLE: Security and Protection Systems
DATE OF AMENDMENT: July 1, 2013
DATE OF RFP RELEASE: May 15, 2013
OPENING DATE: July 10, 2013
OPENING TIME: 2:00 PM
CONTACT: Ronda Miller, Procurement Staff Member

The following shall be a part of RFP **3047**. If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

CLARIFICATION:

Vendors must submit Attachment G ~ Cost as instructed. Once vendors have been awarded a contract they will be required to submit their "full pricing" and/or "detailed pricing" (catalog, parts spreadsheet, etc.) to be included in the contract.



RFP 3047 Cost
Amended.doc

ALL ELSE REMAINS THE SAME FOR RFP 3047.

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: Alphatech Security
Authorized Signature: [Signature]
Title: Account Manager Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.

ATTACHMENT B ~ CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION

Submitted proposals, which are marked “confidential” in their entirety, or those in which a significant portion of the submitted proposal is marked “confidential” **will not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a “trade secret” as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors’ technical and cost proposals become public information.

In accordance with the Submittal Instructions of this RFP, vendors are requested to submit a redacted technical proposal containing no confidential information (section 4 of the proposal) as stated in Section 4.3.4 of the RFP. The State will not be responsible for any information contained within the proposal. Should vendors not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in *Section 1.2 “ACRONYMS/DEFINITIONS.”*

Please initial the appropriate response in the boxes below and provide the justification for confidential status.

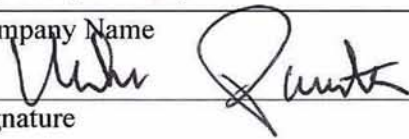
Section 4 – Redacted Technical Proposal			
YES		NO	MP
Justification for Confidential Status			

A separate electronic file has been included for the Redacted Technical and Cost Proposal			
YES		NO	MP

Section 6 – Confidential Financial Information			
YES		NO	MP
Justification for Confidential Status			

Alphacorp Security

Company Name

Signature 

Mike Painter 7/9/2013

Print Name Date

Attachments A – C must be submitted in Section 1 of vendor’s proposal


ATTACHMENT C ~ VENDOR CERTIFICATIONS

Vendor agrees and will comply with the following:

- (1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.
- (2) All proposed capabilities can be demonstrated by the vendor.
- (3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.
- (4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.
- (5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals must be made in good faith and without collusion.
- (6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion must be in writing and included in the proposal at the time of submission.
- (7) Each vendor must disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict should be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.
- (8) All employees assigned to the project are authorized to work in this country.
- (9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.
- (10) The company has a written policy regarding compliance for maintaining a drug-free workplace.
- (11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.
- (12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.
- (13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

Alphacorp Security

Vendor Company Name



Vendor Signature

Mike Painter

7/9/2013

Print Name

Date

Attachments A – C must be submitted in Section 1 of vendor's proposal



Service and Support Agreement

AlphaCorp agrees to provide, and ("Customer") agrees to purchase coverage for the services listed below in accordance with the terms and conditions of the Agreement.

The terms and conditions (including Attachments A and B) are incorporated in and made part of the Agreement. No change, alteration, or amendment of the terms and conditions of the Agreement is authorized or effective, unless it has been agreed to in writing by authorized agents of AlphaCorp and Customer. No course of dealing, or other conduct, or custom shall constitute an amendment to the terms hereof, or alter, or vary the terms of this Agreement.

Plan 1	Full Service Agreement	Total Charge per year	\$
Plan 2	Service Plus Agreement	Total Charge per year	\$
Plan 3	Service Labor Agreement	Total Charge per year	\$
Plan 4	Software Support and Upgrade Agreement	Total Charge per year	\$

Beginning Date of Agreement: _____

End Date of Agreement: _____

System Location: _____

Customer (Billing Address):

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Attention: _____

Phone #: _____

Accepted by:

Customer _____

AlphaCorp _____

By: _____
Authorized Signature

By: _____
Authorized Signature

Title: _____

Title: _____

Date: _____

Date: _____



TERMS AND CONDITIONS

1. COVERAGE

- A. AlphaCorp will provide to Customer service coverage, under the terms and conditions of this Agreement.

2. TERM AND TERMINATION

- A. This Agreement is effective from the commencement date (shown on the face of this Agreement), and shall remain in force for the term of the agreement as stated (shown on the face of this Agreement). Thereafter, this Agreement shall be manually renewed for any successive period of time. The renewal of this agreement shall be re-analyzed based on the age and addition and/or removal of any equipment from the time this Agreement was initiated.

3. PLANS AND CHARGES

AlphaCorp makes available to Customer the following Plans for Services as outlined below and in Attachments A and B. These plans are designed to optimize the reliability and performance of your system(s). Our commitment is to offer "Best in Class" service and support.

Plan 1 – Gold Plus/Gold: This Plan provides full replacement warranty for all system devices listed in Attachment B. Agreement covers both the material and labor to fulfill service call associated with Attachment B. A full Manufacturer Software Support Agreement (SSA) on system software is included as appropriate. Other services provided are:

- 7x24x365 – Gold Plus / 8am-5pm Monday-Friday – Gold **
- Priority Queue for Service Requests
- Electrical Surge Protection Coverage
- Guaranteed Emergency and Non-Emergency Response ***
- System Software Updates (provided through SSA)
- Annual Technology Audit
- Training (Administration or Refresher) 2 times/year
- Remote System Programming Changes
- Discounts for MAC (Moves/Adds/Changes)

Plan 2 – Silver Plus/Silver: This plan provides warranty for those components listed in Attachment B. Agreement covers **labor only** to fulfill service request associated to items listed in Attachment B. The cost of material or material repair will be billed outside of this agreement. A full Manufacturer Software Support Agreement (SSA) on system software is included as appropriate. Other services provided are:

- 7x24x365 – Silver Plus; 8am-5pm Monday-Friday – Silver **
- Priority Queue for Service Requests
- Electrical Surge Protection Coverage
- Guaranteed Emergency and Non-Emergency Response ***
- System Software Updates (provided through SSA)
- Annual Technology Audit
- Training (Administration or Refresher) 2 times/year
- Remote System Programming Changes
- Discounts for MAC (Moves/Adds/Changes)



Plan 3 – Software Support and Upgrade Agreement: This plan provides a Software Support Agreement (SSA) for the manufacture of software they own. It also contains an amount of labor for the purpose of performing the Software upgrade as it becomes available. This plan includes telephone support and/or remote support for software and database issues. All other service or work performed outside of this would be billed on a regular Time and Materials or Bid basis.

****Gold and Silver 8am-5pm Monday-Friday:**

Customers who engage in an 8am-5pm Monday – Friday Service Agreement and require after-hour, weekend, or holiday service shall expect to pay an increase to their standard Service Agreement. See our standard rates.

*****Guaranteed Emergency and Non-Emergency Response:**

Customers who engage in a Gold or Silver Service Agreement will benefit from the following response times:

- Emergency Response Time: 30 minute phone response, 4 hour on-site response, if necessary.
- Non-Emergency Response Time: 30 minute phone response, 24 hour on-site response.



4. PRICE CHANGE

AlphaCorp reserves the right to modify this Agreement any time after this Agreement has been in effect based on the addition of new equipment added to this Agreement (Attachment B). Any type of equipment or service added to this Agreement would be done so at AlphaCorp's current published rates or at such rates as may be mutually agreed upon.

5. TAXES

In addition to the charges due under this Agreement, Customer shall pay or reimburse AlphaCorp any taxes or changes based on Customer's ownership or use of the equipment.

6. BREACH OR DEFAULT

AlphaCorp may terminate this Agreement immediately in the event of default by Customer. Default shall include breach by Customer of any obligation or warranty under this Agreement or the occurrence of any of the following events: 1) Failure to pay any amount when due; 2) proceedings in bankruptcy or under any insolvency laws or for reorganization, receivership, dissolution, or liquidation initiated by or against Customer; 3) Customer's insolvency; or 4) Change in the ownership, form or organization or working capital position of Customer which reasonably leads AlphaCorp to believe its interests are substantially imperiled or the Customer is in default hereunder. AlphaCorp may recover such damages as may be proper or may elect to treat this Agreement as being in full force and effect and AlphaCorp shall have the right to specific performance or damages, or both. The prevailing party in any litigation concerning this Agreement shall be entitled to recover its attorney's fees and costs.

7. LIMITATION OF LIABILITY

AlphaCorp makes no warranty of any kind, express or implied, including, without limitation, any warranties of fitness for particular purpose of merchantability, with respect to its product or any part thereof. Nor shall AlphaCorp have incurred any other obligations or liabilities or be liable for damages caused by Customer's negligence or for any loss of profits, loss of use, loss of revenues, loss of data, incidental or consequential damages incurred in connection with the purchase, delivery, installation, repair, or operation of its products. AlphaCorp does not authorize any person to assume for AlphaCorp, either in writing or orally, any liability or to make any warranty in connection with any AlphaCorp product or part thereof.

Equipment and services are designed to reduce, but not eliminate, certain risks of loss and that the amounts being charged by AlphaCorp are not sufficient to warrant or guarantee that either no loss or damage will occur or increased loss or damage will not occur, it being clearly understood and agreed that AlphaCorp's services and/or equipment cannot stop a burglary, assault, or other attempted crimes.

This limitation of liability is intended to cover anything which is in connection with the design, sale, installation, repair, inspection, test, service, maintenance, signal transmission, monitoring service, programming, training, electronic communications services, of any equipment, or the failure or faulty operation of the system, equipment, or the active or passive sole, joint, or several negligence of AlphaCorp or its suppliers or subcontractors.



8. EXCLUSIONS

- A. Repair of damage or increase in service time caused by failure to continually provide a suitable installation environment with all facilities including, but not limited to, the failure to provide, or the failure of adequate electrical power, UPS power supplies, air conditioning or humidity control, or such special requirements noted by AlphaCorp.
- B. Repair of damage or increase in service time caused by use of the equipment for other than an ordinary use, for which the equipment was engineered and designed.
- C. Repair of damage, replacement parts (due to other than normal wear) or repetitive service calls caused by the use of unauthorized materials or equipment, or repairs by any unauthorized individuals.
- D. Repair of damage or increase in service time caused by accident, disaster, which shall include, but not limited to, fire, flood, earthquake, water, wind, lightning, and other acts of God; transportation; vandalism; neglect or misuse.
- E. Electrical work, UPS or other power supplies, external to the equipment or accessories furnished by AlphaCorp.
- F. Elimination of interference or background noise in the reception of picture, sound, or data, if such interference is present.
- G. Re-programming or reloading the software application and database of the server and/or the client for Software-based systems.

9. GENERAL

- A. This Agreement shall be binding when accepted by AlphaCorp, and shall be governed by the laws of the State of Utah.
- B. This Agreement may not be assigned by either party without the written consent of the other.
- C. AlphaCorp may subcontract any or all of the work to be performed by it under this Agreement subject to the prior written approval of Customer, but shall retain responsibility for the work subcontracted.
- D. This Agreement and Attachments (A, B & C) constitutes the entire Agreement between the parties with respect to the subject matter hereof and supersedes all prior proposals, negotiations and communications, oral or written, between the parties with respect to the subject matter hereof, and no deviation from these terms and conditions shall be binding unless in writing and signed by the party against whom enforcement is sought.
- E. If equipment has been altered or repaired by others in any way that, in the opinion of AlphaCorp, affects the reliability or detracts from the performance of the equipment, or if the equipment has been subject to misuse through negligence or otherwise, AlphaCorp shall have the right to terminate this contract in whole or part, and its obligation to provide service hereunder shall terminate accordingly.
- F. Any provision of this contract that may be invalid or illegal in any State shall fall by itself in that State, but shall in no way be held to invalidate any remaining provision otherwise not invalid or illegal. Any provision of this contract that may be unenforceable on a particular state of facts shall remain enforceable in other factual situations to the extent permitted by law.



ATTACHMENT A

Installation and Service Rates

(Pricing subject to Change)

Rates effective Jan 1, 2013

Items	Standard Rates M – F, 8am -5pm	After Hours, Weekends and Holidays Rates
Travel/Trip Charge	\$50.00	\$50.00
Installation	\$70.00	\$100.00
Service	\$70.00	\$100.00
Software Set-up/Configuration	\$80.00	\$100.00
Database Resources	\$90.00	\$100.00
Training	\$80.00	\$100.00
Project Management	\$80.00	N/A
CAD Drawing Work	\$80.00	N/A

Normal Business Hours

8:00am – 5:00pm; Monday – Friday; No Weekends or Holidays (Please inquire of Holiday Schedule)

After-Hours/Weekends/Holidays

5:00pm – 8:00am; Monday – Friday; Weekends and Holidays

All Service requests should be directed to AlphaCorp's main business telephone number: 801-977-8705. During normal business hours, calls will be dispatched on a first come/first serve basis or based on the urgency/priority and/or if there is a current Service and Support Agreement in place.

After-hours Service requests should be directed to AlphaCorp's main business telephone number and will be routed to our 'on-call' technician.

AlphaCorps' standard policy is to respond (via telephone) to all Service requests with-in a 4 hour time frame and a site response with-in 24 hours. All calls will be handled as quickly as possible. Customers who maintain a Service and Support Agreement will be given a priority status. Customers can expect a telephone response with-in 2 hours and a site response with-in 4 hours. All calls will be analyzed to determine the urgency and priority.

All concerns regarding AlphaCorp's Service Dept. should be directed to our Service Manager, Scott Spillman (801-415-0651) or to David Porter (801-415-0613).

Contact Information

Name	Position	E-mail Address	Contact Number
David Porter	General Manager	dporter@alphacorpsecurity.com	801-415-0613
Scott Spillman	Service Manager	sspillman@alphacorpsecurity.com	801-415-0651
Marc Petty	Project Manager	MPetty@alphacorpsecurity.com	801-415-0634
Justin Meredith	Account Manager	jmeredith@alphacorpsecurity.com	801-415-0628



LENEL

A UTC Fire & Security Company

HAVING MET THE REQUIREMENTS

NOVEMBER 6, 2009

Dave Porter

of

Alphacorp Security

IS SILVER CERTIFIED

DL1000R, DL2000R

For the Lenel OnGuard 6.3.249 Product

Tina Serghin, VP of Lenel Global Services

Kurt Brooks, Director of Global Education



HAVING MET THE REQUIREMENTS

Justin Meredith

of

Alphacorp

IS SILVER CERTIFIED

FOR

Lenel OnGuard 2010 Technology Update (6.4.500 TU1)

2011-05-27

Certified by

Lenel Systems International, Inc.





HAVING MET THE REQUIREMENTS

Dave Weeks

of

Alphacorp

IS MASTER CERTIFIED

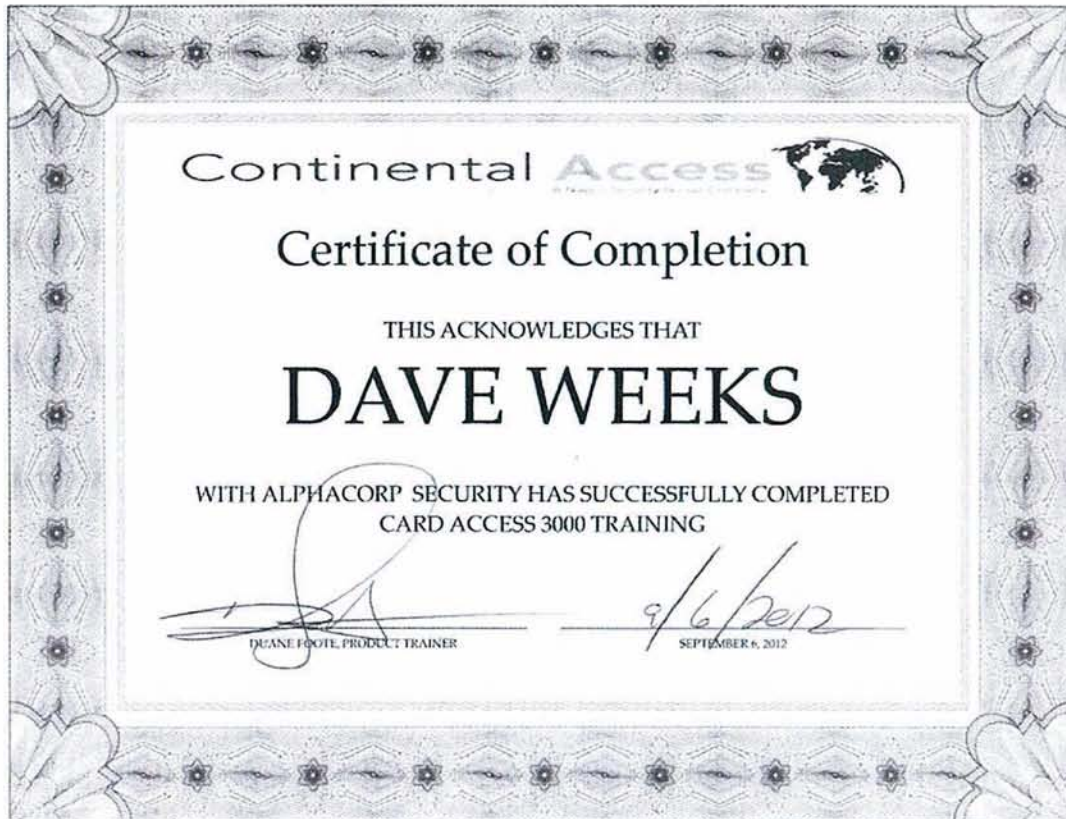
FOR

Lenel OnGuard 2012 (6.5.624)

2012-09-24

Certified by

Lenel Systems International, Inc.





SecurityCenter

Customer Support of the
SecurityCenter

Dave Weeks

Identify and resolve our most common
SecurityCenter - Customer Tool - SecurityCenter
SECURITYCENTER - SECURITYCENTER

October 5, 2012

Christian Morin, Director of Customer Experience

Genetec



HAVING MET THE REQUIREMENTS

Mike Trefl

of

Alphacorp

IS SILVER CERTIFIED

FOR

Lenel OnGuard 2010 Technology Update (6.4.500 TU1)

2012-03-30

Certified by

Lenel Systems International, Inc.



Ingersoll Rand Security Technologies
Proudly Recognizes:

PAUL CLARK

AlphaCorp

Certificate of
Completion



For completing
Schlage Security Management System
Training

in

Grand JunctionCO

July 17-20, 2012

Denise Holyst

Denise Holyst, Instructor

SOFTWARE HOUSE



CORPORATE EDUCATION PROGRAM

This document certifies that

Ray Smith

has successfully completed the

C • CURE 9000 System Installer/Maintainer
by demonstrating proficient knowledge of installing, configuring & troubleshooting the
Software & Associated Hardware
and is now qualified to service such systems as put forth by this program

Instructor **Dookie**

8/22/2011

Instructor

Date

175561

Certification Number

tuco



Certificate of completion
is hereby presented to:

Raymond Smith

to certify that he has completed to satisfaction:
Omnicast Technical Certification Trainings
OTC001 + OTC002 – 4.6

November 18, 2010

A handwritten signature in blue ink, appearing to read "Christian Morin".

Christian Morin, Director of Customer Experience





LENEL

A UTC Fire & Security Company

HAVING MET THE REQUIREMENTS

FEBRUARY 19, 2010

Ray Smith
of

Alphacorp Security
IS MASTER CERTIFIED

DL1000R, DL2000R, DL3000R, DL4000R, DL5000R, DL7000R

For the Lenel OnGuard 6.3.249 Product

Tina Serafin, VP of Lenel Global Services

Kurt Brooks, Director of Global Education



Certificate of Completion
Raymond Smith

AlphaCorp

Has successfully completed the Exacq Technologies, Inc. Technical Training Program
and is recognized as a Certified Technician for the exacqVision
line of software and hardware Video Management System products.

February 2, 2012



Dan Rittman
Vice President, Engineering



Brian Clark
Technical Training Manager

SOFTWARE HOUSE



CORPORATE EDUCATION PROGRAM

This document certifies that

Scott Spillman

has successfully completed the

C • CURE 9000 System Installer/Maintainer

by demonstrating proficient knowledge of installing, configuring & troubleshooting the

Software & Associated Hardware

and is now qualified to service such systems as put forth by this program

Dyson Frack

12/14/2009

Instructor

Date

174240

Certification Number

THCO



A UTC Fire & Security Company

HAVING MET THE REQUIREMENTS

FEBRUARY 20, 2009

Scott Spillman

of

AlphaCorp

IS SILVER + DV CERTIFIED

DELETED, D1, 2000R, D1-4000R

For the Lenel OnGuard v.1 2.2.2 Product

Tina Serafin, VP of Lenel Global Services

Kurt Brooks, Director of Global Education



2013

CERTIFICATE OF CONTINUED QUALIFICATION

Scott Spillman

In recognition of successful completion of the
AMAG Security Management System
Symmetry Essentials v7 – Webinar Live Course

Certification# 918

Expires: 4/19/2014

Don Boling
Technical Training Manager
Education & Training Department
AMAG Technology, Inc.

A solid red horizontal bar with a rounded right end, positioned at the bottom of the page.



NICE[®]

Shawn Kelly

Has successfully completed

NiceVision[®] Net 2.5 UP1

Technical Certification Training

November 13th – 15th, 2012

Denver, CO



Robert DiGeronimo
NiceVision Technical Trainer



NICE[®]

Shawn Kelly

Has successfully completed

NiceVision[®] Net 2.5 UP1

Technical Certification Training

November 13th – 15th, 2012

Denver, CO



Robert DiGeronimo
NiceVision Technical Trainer



Contact Information:

Justin Meredith
801.415.0628 Office
801.910.5919 Mobile
jmeredith@alphacorpsecurity.com

Home Office:

2211 West 2300 South
West Valley City, UT 84119
+1 801.977.8705 Tel
+1 801.977.8775 Fax
www.alphacorpsecurity.com

Proposal for:

WSCA – State of Utah

RFP #3047

Security Protection Systems

Attention:

**Ronda Miller, State of Nevada Purchasing
Division**

State of Nevada
Department of Administration

Purchasing Division

515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Jeff Mohlenkamp
Director

Greg Smith
Administrator

THE NEVADA STATE PURCHASING DIVISION

IS SOLICITING PROPOSALS FOR

SECURITY/PROTECTION SYSTEMS

REGION CONTRACT/PROJECT WILL COVER

MULTI-STATE

REQUEST FOR PROPOSAL 3047

PROPOSAL DUE DATE

07/10/13

1. A copy of this Request for Proposal (RFP) may be obtained by clicking on "RFP/RFQ/RFI Opportunities on our web page at: http://purchasing.state.nv.us/bidding_opportunities.htm.
2. Please fill out this form and either email to: srvpurch@admin.nv.gov Attention: Christine McElroy or fax to 775-684-0188, Attention: Christine McElroy. ***You will be responsible for checking the website for any amendments.***
3. Email us at srvpurch@admin.nv.gov if you have any problems downloading the documents from the website.

Company Name:	Alphacorp Security		
Contact Name:	Justin Meredith		
Phone Number:	801-910-5919	Fax Number:	801-972-3165
Email Address	jmeredith@alphacorpsecurity.com		
Address:	2211 West 2300 South		
City:	West Valley City	State:	UT
		Zip:	84119



TABLE OF CONTENTS

Proposal Section 1 – State Documents

- Title Page
- Table of Contents
- Attachment A
- Amendment Signature Pages
- Attachment B
- Attachment C
- Vendor Licensing Agreements

Proposal Section 2 – Company Information

- Attachment D
- Attachment E
- Attachment F
- Subcontractor Information

Proposal Section 3 – Technical Proposal

- Response to Scope of Work
- Reporting
- Company Background/History
- Time Performing Comparable Projects

Proposal Section 4 – Redacted Technical Proposal

- N/A

Proposal Section 5 – Cost

- Attachment G
- Attachment H

Proposal Section 6 – Confidential Financial

- Dun and Bradstreet Number
- Attachment I

ATTACHMENT A ~ TECHNICAL PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP

I have read, understand and agree to comply with *all* the terms and conditions specified in this Request for Proposal.

YES X

I agree to comply with the terms and conditions specified in this RFP.

NO

I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors *must* provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Alphacorp Security

Company Name

Mike Painter

Signature

Mike Painter

7/9/2013

Print Name

Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

Attachments A – C must be submitted in Section 1 of vendor’s proposal

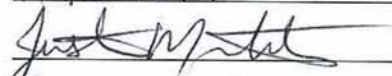
subcontractor has complied with the same license and/or certifications required within RFP 3047.

43. The examples provided of contractors' products to be listed on the WSCA Contracts does not include pricing except for Labor Pricing.
This is not a question. The State is unclear on the question.
44. How do you want pricing to be communicated in our proposals and how will product pricing be evaluated?
*Refer to page one of this amendment for embedded updated Attachment G ~ Cost.
Refer to Section 3.3 of the RFP for evaluation information.*
45. Will Tabs separating sections be counted as part of the Page count restrictions?
No.
46. Are customer references required for each state the WSCA contract covers and does the bidder require multiple references from each state?
No.
47. What is the approval process for travel charges?
All travel charges shall be included within vendor's submitted costs and may not be added as additional line items.
48. Can you make available an invoice that is representative of labor equipment and travel charges?
No.

ALL ELSE REMAINS THE SAME FOR RFP 3047.

AMENDMENT 1

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: ALPHACORP
Authorized Signature: 
Title: ACCOUNT MANAGER Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.

23. Original question:

If successful - is it permitted for the contract holder to select the opportunities (Quote Requests) they respond to, or is the contract holder obligated to respond all quote request under the contract?

No.

Clarification Question:

In Response to Question #23, Can the State please clarify its response to this question.... Is it permitted for the contract holder to select the opportunities (Quote requests) to respond to? ... Or... is the contract holder obligated to respond to all requests under the contract?

Awarded vendors are expected to provide a quote in response to all requests, barring extenuating circumstances.

47. Original question:

What is the approval process for travel charges?

All travel charges shall be included within vendor's submitted costs and may not be added as additional line items.

Clarification Question:

Related to Question # 47, Can the State please clarify how Travel Charges are to be reimbursed. Section 5.3.5 of the RFP is very specific as to the procedures. The response to the question states we need to include these costs in our proposal. Are you suggesting we identify these in: 1 Pricing Schedule-Maintenance Work - Other Costs (Provide Detail) portion of the Pricing Schedule (Need to do the same for Projects Under \$100,000 Pricing Schedule or 2) As part of our hourly rates in Pricing Schedules and allowed to bill for time to and from the job site for both schedules. Or 3) Identify as actual travel costs and per diem per section 5.3.5 State Claim for Travel Expense?.

In general, travel costs such as vehicle fuel costs and daily meals should be included in the hourly charges, indicated in # 2) of the clarifying question. As the pages of Attachment G state, "each participating state will negotiate travel/mobilization costs." Such negotiations may include required overnight travel due to long distances, per diem, air travel, etc.

ALL ELSE REMAINS THE SAME FOR RFP 3047.

AMENDMENT 2
Vendor must sign and return this amendment with proposal submitted.

Vendor Name:

ALPHA CORP

Authorized Signature:

[Signature]

Title:

ACCOUNT MANAGER

Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.



SUBJECT: Amendment 3 to Request for Proposal 3047
RFP TITLE: Security and Protection Systems
DATE OF AMENDMENT: July 1, 2013
DATE OF RFP RELEASE: May 15, 2013
OPENING DATE: July 10, 2013
OPENING TIME: 2:00 PM
CONTACT: Ronda Miller, Procurement Staff Member

The following shall be a part of RFP **3047**. If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

CLARIFICATION:

Vendors must submit Attachment G ~ Cost as instructed. Once vendors have been awarded a contract they will be required to submit their "full pricing" and/or "detailed pricing" (catalog, parts spreadsheet, etc.) to be included in the contract.



RFP 3047 Cost
Amended.doc

ALL ELSE REMAINS THE SAME FOR RFP 3047.

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: Alphatech Security
Authorized Signature: [Signature]
Title: Account Manager Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.

ATTACHMENT B ~ CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION

Submitted proposals, which are marked “confidential” in their entirety, or those in which a significant portion of the submitted proposal is marked “confidential” **will not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a “trade secret” as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors’ technical and cost proposals become public information.

In accordance with the Submittal Instructions of this RFP, vendors are requested to submit a redacted technical proposal containing no confidential information (section 4 of the proposal) as stated in Section 4.3.4 of the RFP. The State will not be responsible for any information contained within the proposal. Should vendors not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in *Section 1.2 “ACRONYMS/DEFINITIONS.”*

Please initial the appropriate response in the boxes below and provide the justification for confidential status.

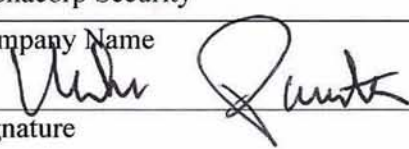
Section 4 – Redacted Technical Proposal			
YES		NO	MP
Justification for Confidential Status			

A separate electronic file has been included for the Redacted Technical and Cost Proposal			
YES		NO	MP

Section 6 – Confidential Financial Information			
YES		NO	MP
Justification for Confidential Status			

Alphacorp Security

Company Name

Signature 

Mike Painter 7/9/2013

Print Name Date

Attachments A – C must be submitted in Section 1 of vendor’s proposal


ATTACHMENT C ~ VENDOR CERTIFICATIONS

Vendor agrees and will comply with the following:

- (1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.
- (2) All proposed capabilities can be demonstrated by the vendor.
- (3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.
- (4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.
- (5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals must be made in good faith and without collusion.
- (6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion must be in writing and included in the proposal at the time of submission.
- (7) Each vendor must disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict should be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.
- (8) All employees assigned to the project are authorized to work in this country.
- (9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.
- (10) The company has a written policy regarding compliance for maintaining a drug-free workplace.
- (11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.
- (12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.
- (13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

Alphacorp Security

Vendor Company Name



Vendor Signature

Mike Painter

7/9/2013

Print Name

Date

Attachments A – C must be submitted in Section 1 of vendor's proposal



Service and Support Agreement

AlphaCorp agrees to provide, and ("Customer") agrees to purchase coverage for the services listed below in accordance with the terms and conditions of the Agreement.

The terms and conditions (including Attachments A and B) are incorporated in and made part of the Agreement. No change, alteration, or amendment of the terms and conditions of the Agreement is authorized or effective, unless it has been agreed to in writing by authorized agents of AlphaCorp and Customer. No course of dealing, or other conduct, or custom shall constitute an amendment to the terms hereof, or alter, or vary the terms of this Agreement.

Plan 1	Full Service Agreement	Total Charge per year	\$
Plan 2	Service Plus Agreement	Total Charge per year	\$
Plan 3	Service Labor Agreement	Total Charge per year	\$
Plan 4	Software Support and Upgrade Agreement	Total Charge per year	\$

Beginning Date of Agreement: _____

End Date of Agreement: _____

System Location: _____

Customer (Billing Address):

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Attention: _____

Phone #: _____

Accepted by:

Customer _____

AlphaCorp _____

By: _____
Authorized Signature

By: _____
Authorized Signature

Title: _____

Title: _____

Date: _____

Date: _____



TERMS AND CONDITIONS

1. COVERAGE

- A. AlphaCorp will provide to Customer service coverage, under the terms and conditions of this Agreement.

2. TERM AND TERMINATION

- A. This Agreement is effective from the commencement date (shown on the face of this Agreement), and shall remain in force for the term of the agreement as stated (shown on the face of this Agreement). Thereafter, this Agreement shall be manually renewed for any successive period of time. The renewal of this agreement shall be re-analyzed based on the age and addition and/or removal of any equipment from the time this Agreement was initiated.

3. PLANS AND CHARGES

AlphaCorp makes available to Customer the following Plans for Services as outlined below and in Attachments A and B. These plans are designed to optimize the reliability and performance of your system(s). Our commitment is to offer "Best in Class" service and support.

Plan 1 – Gold Plus/Gold: This Plan provides full replacement warranty for all system devices listed in Attachment B. Agreement covers both the material and labor to fulfill service call associated with Attachment B. A full Manufacturer Software Support Agreement (SSA) on system software is included as appropriate. Other services provided are:

- 7x24x365 – Gold Plus / 8am-5pm Monday-Friday – Gold **
- Priority Queue for Service Requests
- Electrical Surge Protection Coverage
- Guaranteed Emergency and Non-Emergency Response ***
- System Software Updates (provided through SSA)
- Annual Technology Audit
- Training (Administration or Refresher) 2 times/year
- Remote System Programming Changes
- Discounts for MAC (Moves/Add/Changes)

Plan 2 – Silver Plus/Silver: This plan provides warranty for those components listed in Attachment B. Agreement covers **labor only** to fulfill service request associated to items listed in Attachment B. The cost of material or material repair will be billed outside of this agreement. A full Manufacturer Software Support Agreement (SSA) on system software is included as appropriate. Other services provided are:

- 7x24x365 – Silver Plus; 8am-5pm Monday-Friday – Silver **
- Priority Queue for Service Requests
- Electrical Surge Protection Coverage
- Guaranteed Emergency and Non-Emergency Response ***
- System Software Updates (provided through SSA)
- Annual Technology Audit
- Training (Administration or Refresher) 2 times/year
- Remote System Programming Changes
- Discounts for MAC (Moves/Add/Changes)



Plan 3 – Software Support and Upgrade Agreement: This plan provides a Software Support Agreement (SSA) for the manufacture of software they own. It also contains an amount of labor for the purpose of performing the Software upgrade as it becomes available. This plan includes telephone support and/or remote support for software and database issues. All other service or work performed outside of this would be billed on a regular Time and Materials or Bid basis.

****Gold and Silver 8am-5pm Monday-Friday:**

Customers who engage in an 8am-5pm Monday – Friday Service Agreement and require after-hour, weekend, or holiday service shall expect to pay an increase to their standard Service Agreement. See our standard rates.

*****Guaranteed Emergency and Non-Emergency Response:**

Customers who engage in a Gold or Silver Service Agreement will benefit from the following response times:

- Emergency Response Time: 30 minute phone response, 4 hour on-site response, if necessary.
- Non-Emergency Response Time: 30 minute phone response, 24 hour on-site response.



4. PRICE CHANGE

AlphaCorp reserves the right to modify this Agreement any time after this Agreement has been in effect based on the addition of new equipment added to this Agreement (Attachment B). Any type of equipment or service added to this Agreement would be done so at AlphaCorp's current published rates or at such rates as may be mutually agreed upon.

5. TAXES

In addition to the charges due under this Agreement, Customer shall pay or reimburse AlphaCorp any taxes or changes based on Customer's ownership or use of the equipment.

6. BREACH OR DEFAULT

AlphaCorp may terminate this Agreement immediately in the event of default by Customer. Default shall include breach by Customer of any obligation or warranty under this Agreement or the occurrence of any of the following events: 1) Failure to pay any amount when due; 2) proceedings in bankruptcy or under any insolvency laws or for reorganization, receivership, dissolution, or liquidation initiated by or against Customer; 3) Customer's insolvency; or 4) Change in the ownership, form or organization or working capital position of Customer which reasonably leads AlphaCorp to believe its interests are substantially imperiled or the Customer is in default hereunder. AlphaCorp may recover such damages as may be proper or may elect to treat this Agreement as being in full force and effect and AlphaCorp shall have the right to specific performance or damages, or both. The prevailing party in any litigation concerning this Agreement shall be entitled to recover its attorney's fees and costs.

7. LIMITATION OF LIABILITY

AlphaCorp makes no warranty of any kind, express or implied, including, without limitation, any warranties of fitness for particular purpose of merchantability, with respect to its product or any part thereof. Nor shall AlphaCorp have incurred any other obligations or liabilities or be liable for damages caused by Customer's negligence or for any loss of profits, loss of use, loss of revenues, loss of data, incidental or consequential damages incurred in connection with the purchase, delivery, installation, repair, or operation of its products. AlphaCorp does not authorize any person to assume for AlphaCorp, either in writing or orally, any liability or to make any warranty in connection with any AlphaCorp product or part thereof.

Equipment and services are designed to reduce, but not eliminate, certain risks of loss and that the amounts being charged by AlphaCorp are not sufficient to warrant or guarantee that either no loss or damage will occur or increased loss or damage will not occur, it being clearly understood and agreed that AlphaCorp's services and/or equipment cannot stop a burglary, assault, or other attempted crimes.

This limitation of liability is intended to cover anything which is in connection with the design, sale, installation, repair, inspection, test, service, maintenance, signal transmission, monitoring service, programming, training, electronic communications services, of any equipment, or the failure or faulty operation of the system, equipment, or the active or passive sole, joint, or several negligence of AlphaCorp or its suppliers or subcontractors.



8. EXCLUSIONS

- A. Repair of damage or increase in service time caused by failure to continually provide a suitable installation environment with all facilities including, but not limited to, the failure to provide, or the failure of adequate electrical power, UPS power supplies, air conditioning or humidity control, or such special requirements noted by AlphaCorp.
- B. Repair of damage or increase in service time caused by use of the equipment for other than an ordinary use, for which the equipment was engineered and designed.
- C. Repair of damage, replacement parts (due to other than normal wear) or repetitive service calls caused by the use of unauthorized materials or equipment, or repairs by any unauthorized individuals.
- D. Repair of damage or increase in service time caused by accident, disaster, which shall include, but not limited to, fire, flood, earthquake, water, wind, lightning, and other acts of God; transportation; vandalism; neglect or misuse.
- E. Electrical work, UPS or other power supplies, external to the equipment or accessories furnished by AlphaCorp.
- F. Elimination of interference or background noise in the reception of picture, sound, or data, if such interference is present.
- G. Re-programming or reloading the software application and database of the server and/or the client for Software-based systems.

9. GENERAL

- A. This Agreement shall be binding when accepted by AlphaCorp, and shall be governed by the laws of the State of Utah.
- B. This Agreement may not be assigned by either party without the written consent of the other.
- C. AlphaCorp may subcontract any or all of the work to be performed by it under this Agreement subject to the prior written approval of Customer, but shall retain responsibility for the work subcontracted.
- D. This Agreement and Attachments (A, B & C) constitutes the entire Agreement between the parties with respect to the subject matter hereof and supersedes all prior proposals, negotiations and communications, oral or written, between the parties with respect to the subject matter hereof, and no deviation from these terms and conditions shall be binding unless in writing and signed by the party against whom enforcement is sought.
- E. If equipment has been altered or repaired by others in any way that, in the opinion of AlphaCorp, affects the reliability or detracts from the performance of the equipment, or if the equipment has been subject to misuse through negligence or otherwise, AlphaCorp shall have the right to terminate this contract in whole or part, and its obligation to provide service hereunder shall terminate accordingly.
- F. Any provision of this contract that may be invalid or illegal in any State shall fall by itself in that State, but shall in no way be held to invalidate any remaining provision otherwise not invalid or illegal. Any provision of this contract that may be unenforceable on a particular state of facts shall remain enforceable in other factual situations to the extent permitted by law.



ATTACHMENT A

Installation and Service Rates

(Pricing subject to Change)

Rates effective Jan 1, 2013

Items	Standard Rates M – F, 8am -5pm	After Hours, Weekends and Holidays Rates
Travel/Trip Charge	\$50.00	\$50.00
Installation	\$70.00	\$100.00
Service	\$70.00	\$100.00
Software Set-up/Configuration	\$80.00	\$100.00
Database Resources	\$90.00	\$100.00
Training	\$80.00	\$100.00
Project Management	\$80.00	N/A
CAD Drawing Work	\$80.00	N/A

Normal Business Hours

8:00am – 5:00pm; Monday – Friday; No Weekends or Holidays (Please inquire of Holiday Schedule)

After-Hours/Weekends/Holidays

5:00pm – 8:00am; Monday – Friday; Weekends and Holidays

All Service requests should be directed to AlphaCorp's main business telephone number: 801-977-8705. During normal business hours, calls will be dispatched on a first come/first serve basis or based on the urgency/priority and/or if there is a current Service and Support Agreement in place.

After-hours Service requests should be directed to AlphaCorp's main business telephone number and will be routed to our 'on-call' technician.

AlphaCorps' standard policy is to respond (via telephone) to all Service requests with-in a 4 hour time frame and a site response with-in 24 hours. All calls will be handled as quickly as possible. Customers who maintain a Service and Support Agreement will be given a priority status. Customers can expect a telephone response with-in 2 hours and a site response with-in 4 hours. All calls will be analyzed to determine the urgency and priority.

All concerns regarding AlphaCorp's Service Dept. should be directed to our Service Manager, Scott Spillman (801-415-0651) or to David Porter (801-415-0613).

Contact Information

Name	Position	E-mail Address	Contact Number
David Porter	General Manager	dporter@alphacorpsecurity.com	801-415-0613
Scott Spillman	Service Manager	sspillman@alphacorpsecurity.com	801-415-0651
Marc Petty	Project Manager	MPetty@alphacorpsecurity.com	801-415-0634
Justin Meredith	Account Manager	jmeredith@alphacorpsecurity.com	801-415-0628



LENEL

A UTC Fire & Security Company

HAVING MET THE REQUIREMENTS

NOVEMBER 6, 2009

Dave Porter

of

Alphacorp Security

IS SILVER CERTIFIED

DL1000R, DL2000R

For the Lenel OnGuard 6.3.249 Product

Tina Serghin, VP of Lenel Global Services

Kurt Brooks, Director of Global Education



HAVING MET THE REQUIREMENTS

Justin Meredith

of

Alphacorp

IS SILVER CERTIFIED

FOR

Lenel OnGuard 2010 Technology Update (6.4.500 TU1)

2011-05-27

Certified by

Lenel Systems International, Inc.





HAVING MET THE REQUIREMENTS

Dave Weeks

of

Alphacorp

IS MASTER CERTIFIED

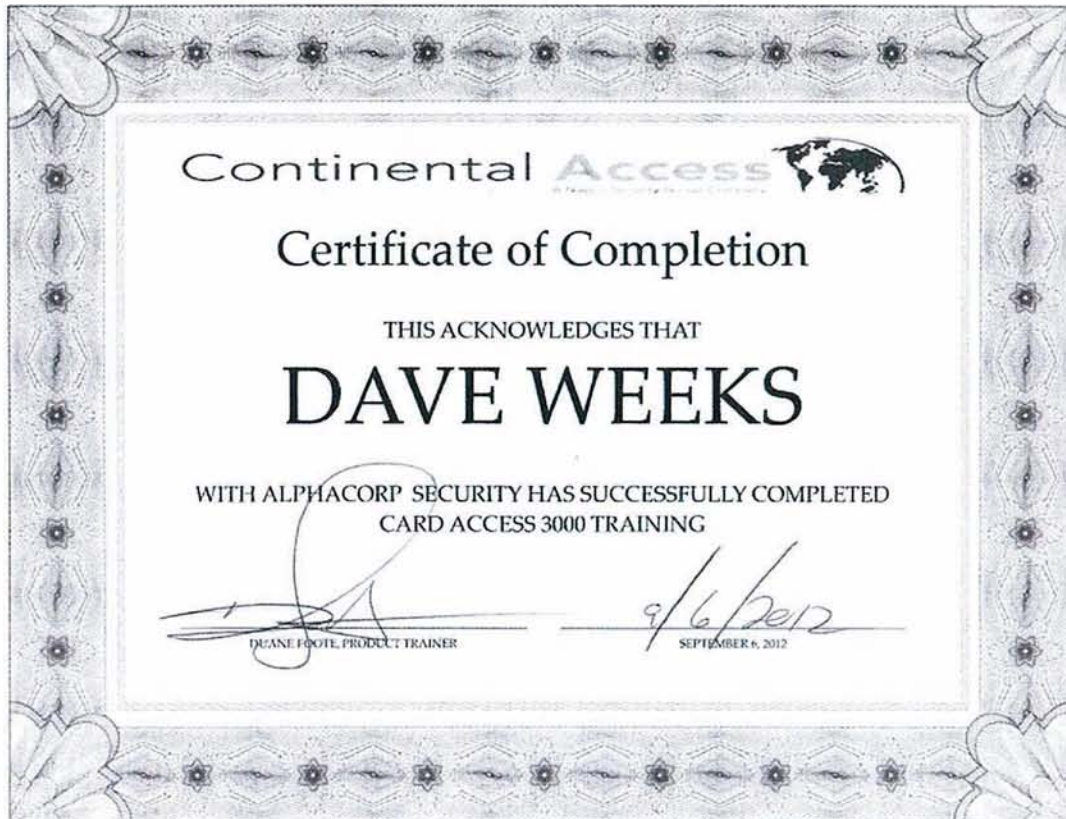
FOR

Lenel OnGuard 2012 (6.5.624)

2012-09-24

Certified by

Lenel Systems International, Inc.





SecurityCenter

Customer Support
of SecurityCenter

Dave Weeks

Identify and resolve our most common
SecurityCenter - Opened Ticket - SecurityCenter
SECURITYCENTER - SECURITYCENTER

October 5, 2012

Christian Morin, Director of Customer Experience

Genetec



HAVING MET THE REQUIREMENTS

Mike Trefl

of

Alphacorp

IS SILVER CERTIFIED

FOR

Lenel OnGuard 2010 Technology Update (6.4.500 TU1)

2012-03-30

Certified by

Lenel Systems International, Inc.



Ingersoll Rand Security Technologies
Proudly Recognizes:

PAUL CLARK

AlphaCorp

Certificate of
Completion



For completing
Schlage Security Management System
Training

in

Grand JunctionCO

July 17-20, 2012

Denise Holyst

Denise Holyst, Instructor

SOFTWARE HOUSE



CORPORATE EDUCATION PROGRAM

This document certifies that

Ray Smith

has successfully completed the

C • CURE 9000 System Installer/Maintainer
by demonstrating proficient knowledge of installing, configuring & troubleshooting the
Software & Associated Hardware
and is now qualified to service such systems as put forth by this program

Instructor **Dookie**

Instructor

8/22/2011

Date

175561

Certification Number

THCO



Certificate of completion
is hereby presented to:

Raymond Smith

to certify that he has completed to satisfaction:
Omnicast Technical Certification Trainings
OTC001 + OTC002 – 4.6

November 18, 2010

A handwritten signature in blue ink, appearing to read "Christian Morin".

Christian Morin, Director of Customer Experience





LENEL

A UTC Fire & Security Company

HAVING MET THE REQUIREMENTS

FEBRUARY 19, 2010

Ray Smith
of

Alphacorp Security
IS MASTER CERTIFIED

DL1000R, DL2000R, DL3000R, DL4000R, DL5000R, DL7000R

For the Lenel OnGuard 6.3.249 Product

Tina Serafin, VP of Lenel Global Services

Kurt Brooks, Director of Global Education



Certificate of Completion
Raymond Smith

AlphaCorp

Has successfully completed the Exacq Technologies, Inc. Technical Training Program
and is recognized as a Certified Technician for the exacqVision
line of software and hardware Video Management System products.

February 2, 2012



Dan Rittman
Vice President, Engineering



Brian Clark
Technical Training Manager

SOFTWARE HOUSE



CORPORATE EDUCATION PROGRAM

This document certifies that

Scott Spillman

has successfully completed the

C • CURE 9000 System Installer/Maintainer

by demonstrating proficient knowledge of installing, configuring & troubleshooting the

Software & Associated Hardware

and is now qualified to service such systems as put forth by this program

Dyson Frack

12/14/2009

Instructor

Date

174240

Certification Number

THCO



A UTC Fire & Security Company

HAVING MET THE REQUIREMENTS

FEBRUARY 20, 2009

Scott Spillman

of

AlphaCorp

IS SILVER + DV CERTIFIED

DELETED, D1, 2008R, D1-4000R

For the Lenel OnGuard v.1 2.2.2 Product

Tina Serafin, VP of Lenel Global Services

Kurt Brooks, Director of Global Education



2013

CERTIFICATE OF CONTINUED QUALIFICATION

Scott Spillman

In recognition of successful completion of the
AMAG Security Management System
Symmetry Essentials v7 – Webinar Live Course

Certification# 918

Expires: 4/19/2014

Don Boling
Technical Training Manager
Education & Training Department
AMAG Technology, Inc.

A solid red horizontal bar with a rounded right end, positioned below the signature block.



NICE[®]

Shawn Kelly

Has successfully completed

NiceVision[®] Net 2.5 UP1

Technical Certification Training

November 13th – 15th, 2012

Denver, CO



Robert DiGeronimo
NiceVision Technical Trainer



NICE[®]

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ATTACHMENT D ~ VENDOR INFORMATION

Vendor Must:

- A) Provide all requested information in the space provided next to each numbered question. The information provided in Sections V1 through V6 will be used for development of the contract;
- B) Type or print responses; and
- C) Include this Vendor Information Sheet in Section 2, Company Information.

V1	Company Name	Alphacorp Security	
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V2	Street Address	2211 West 2300 South	
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V3	City, State, ZIP	West Valley City, UT, 84119	
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V4	Telephone Number		
	Area Code: 801	Number: 801-977-8705	Extension:

V5	Facsimile Number		
	Area Code:	Number: 801-972-3165	Extension:


V6	Toll Free Number		
	Area Code:	Number:	Extension:

V7	Contact Person for Questions / Contract Negotiations, including address if different than above		
	Name: Mike Painter		
	Title: Owner		
	Address:		
Email Address: mpainter@alphacorpsecurity.com			

V8	Telephone Number for Contact Person		
	Area Code: 801	Number: 415-0613	Extension:

V9	Facsimile Number for Contact Person		
	Area Code: 801	Number: 972-3165	Extension:

V10	Name of Individual Authorized to Bind the Organization		
	Name: Mike Painter	Title: Owner	

V11	Signature (Individual must be legally authorized to bind the vendor per NRS 333.337)		
	Signature: 	Date: 7/9/2013	

Attachments D – F must be submitted in Section 2 of vendor’s proposal

Company Information		
V12	Ownership (sole proprietor, partnership, etc.):	Corporation
	Legal Entity Name	Alphacorp
	Nevada Business License Number (if applicable)	
	State of incorporation:	Utah
	Date of incorporation:	April 1993
	Number of years in business:	20
	Number of years performing Access Control Systems § 2.1.1:	20
	Number of years performing Burglar Alarm Systems § 2.2:2	20
	Number of years performing Closed Circuit Television (CCTV) § 2.3.3:	20
	List of top officers:	Mike Painter, Jim Painter, Kris Painter
	Location of company headquarters:	2211 West 2300 South West Valley City Utah 84119

RFP Section	Question	Yes / No	Explanation	
V13	4.3.2.1	Is "Legal Entity Name" the same name as vendor is doing business as? If no, provide explanation	Yes	
	4.3.2.1.4	Are you now, or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions? If "Yes" explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?	No	
	4.3.2.1.5	Does your organization currently have or will your organization be able to provide the insurance requirements as specified in Attachment M?	Yes	

Attachments D – F must be submitted in Section 2 of vendor’s proposal

V14	Complete the following table for each Nevada State Agency for whom vendor has performed under a contract (if applicable). Table should be duplicated for each contract being identified.	
	Question	Response
	Name of State agency:	
	State agency contact name:	
	Dates when services were performed:	
	Type of duties performed:	
Total dollar value of the contract:		

V15	Proposer is required to disclose any significant prior or ongoing contract failures, contract breaches, current or past consent agreements with regulatory authorities, or civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed. Table should be duplicated for each contract disclosure.				
	Question	Response			
	Date of alleged contract failure or breach:				
	Parties involved:				
	Description of the contract failure, contract breach, or litigation, including the products or services involved:				
	Amount in controversy:				
	Resolution or current status of the dispute:				
	If the matter has resulted in a court case:	<table border="1"> <thead> <tr> <th>Court</th> <th>Case Number</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> </tr> </tbody> </table>	Court	Case Number	
Court	Case Number				
Status of the litigation:					

V16	<i>Area of Coverage proposed: (Use the examples as a guide, but delete the examples before submitting information).</i>		
	State proposed	Primary Service Office Location for this area	Number of staff dedicated to this area
	Utah (State Wide) Idaho (Southern Idaho) Wyoming (Western Idaho)	<ul style="list-style-type: none"> Northern Utah West Valley, UT 	<ul style="list-style-type: none"> 25

Attachments D – F must be submitted in Section 2 of vendor's proposal

ATTACHMENT E ~ REFERENCE INFORMATION FORM

Reference #:	33968	
Reference Name	Nu Skin	
Proposer Name:	AlphaCorp	
Project Name:	Innovations Center	
Service Categories Performed for this Reference		
Access Control Systems	YES	NO
Burglar Alarms	YES	NO
Closed Circuit Television (CCTV)	YES	NO
Primary Contact Information		
Name:	Keith Wride	
Street Address:	75 West Center Street	
City, State, Zip	Provo, UT 84601	
Phone, including area code:	801-345-1000	
Facsimile, including area code:	801-345-2499	
Email address:	kwride@nuskin.com	
Alternate Contact Information		
Name:	Kent Young	
Street Address:	75 West Center Street	
City, State, Zip	Provo, UT 84601	
Phone, including area code:	801-345-1000	
Facsimile, including area code:		
Email address:	kyoung@nuskin.com	
Project Information		
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	AlphaCorp has provided, installed and maintained Nu Skin's enterprise access control, video surveillance and intrusion systems. The Nu Skin Provo campus includes over 200 access control doors, over 200 cameras, and over 50 intrusion panels. AlphaCorp installed Lenel access control and video on all of their existing buildings and we are working on a 200,000 sq. ft. expansion	
Original Project/Contract Start Date:	10/01/2011	
Original Project/Contract End Date:	01/30/2012	
Original Project/Contract Value:	\$110,000	
Final Project/Contract Date:	01/15/2012	
Was project/contract completed in time originally allotted, and if not, why not?	Yes, it was completed in the time originally allotted.	
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	Yes, we did it under the originally budget.	

PROPOSED STAFF RESUME

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

COMPANY NAME: Alphacorp Security	
<input checked="" type="checkbox"/> Contractor	<input type="checkbox"/> Subcontractor
Name: Mike Painter	<input checked="" type="checkbox"/> Key Personnel
Classification: Management	# of Years in Classification: 21
Brief Summary: of Experience:	<p>Mike has been with AlphaCorp since 1992. He served as the General Manager until 2005, and is currently the CFO. As a principle of the company, Mike is our Security-Net member. Mike has been involved with Security-Net since 2001. Because of Mike's technical abilities, Mike was almost immediately appointed the Technical Advisor for the Security-Net organization. Mike has an uncanny ability to solve problems and win customers loyalty with his positive attitude; "customer is always right" attitude and incredible work ethic. His background also provides him with great technical and problem solving abilities. Mike also helps lead our organization with software development with-in our document management division. He continues to be an important role in building the success of our business.</p>
# of Years with Firm: 21	
RELEVANT PROFESSIONAL EXPERIENCE	
<p>Required Information:</p> <p>MMYYYY to Present: 1998 Vendor Name: Alphacorp Security Client Name: David Porter Client Contact Name: Client Address, Phone Number, Email: 801-910-5908, dporter@alphacorpsecurity.com Role in Contract/Project: Oversees overall Project Details and Duration of Contract/Project:</p>	<p>Dave has been with AlphaCorp for just over 15 years. Dave graduated from the University of Utah in 1995 and has been the General Manager for over 5 years. Customers appreciate Dave's attention to detail, willingness to solve problems and help with Software and Database issues. Building confidence and trust between AlphaCorp and the customer is priority #1; He realizes that in order to make AlphaCorp successful, customers have to want to work with us. Dave also shares a common theme in our organization of doing whatever it takes to make the customer happy.</p>
<p>Required Information:</p> <p>MMYYYY to MMYYYY: 08/2006 Vendor Name: Alphacorp Security Client Name: Ray Smith Client Contact Name: Client Address, Phone Number, Email: 801-415-0643, rsmith@alphacorpsecurity.com Role in Contract/Project: Software Engineer Details and Duration of Contract/Project:</p>	<p>Ray comes to AlphaCorp with almost 9 years of strong technical background in computer systems. He developed database related applications for one of the largest companies in the world: Wal-Mart. He has studied in computer network systems, computer hardware and software. Ray has been with AlphaCorp for almost 5 years and is a Lenel Enterprise certified technician and a specialist in software integration.</p>

<p>Required Information:</p> <p>MMYYYY to MMYYYY: 05/2005 Vendor Name: Alphacorp Security Client Name: Mike Treft Client Contact Name: Client Address, Phone Number, Email: 801-910-0885, mtreft@alphacorpsecurity.com Role in Contract/Project: Project Foreman/Oversee overall installation of projects Details and Duration of Contract/Project:</p>	<p>Mike is a Utah native and has quickly grown his in-depth knowledge and experience in the integrated security industry. He started his security career with Alphacorp in 2005 and has quickly proven his capabilities of knowledge and understanding within the integrated security market. Mike is known for his problem solving, attention to detail and his superior quality of workmanship. The majority of project that Mike has been involved with have been Lenel installations.</p>
EDUCATION	
<p>Institution Name: City: State: Degree/Achievement: Certifications:</p>	<p>Utah State University Orem UT Bachelor's degree in Electrical Engineering.</p>
REFERENCES	
<p><i>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</i></p>	<p><u>Reference #1</u></p> <ul style="list-style-type: none"> a) Name of Organization: Discover Card Financial b) Contact Person: Ron Fernstedt; ronaldfernstedt@discover.com; 801-902-4077 c) Access Control Solution: Software House d) System Size: 180 Readers e) IP Video Solution: Genetec f) IP Camera Manufacture: Axis g) Number of Cameras: 200 <p><u>Reference #2</u></p> <ul style="list-style-type: none"> a) Name of Organization: SkyWest Airlines Contact Person: Paul Accordino; paccordino@skywest.com; 435-634-3492 b) System Information: Lenel Access Control and ExacqVision IP Video c) System Size: Approx. 100 Readers d) IP Camera Manufacture: Axis, Sony e) Number of Cameras: 140 <p><u>Reference #3</u></p> <ul style="list-style-type: none"> a) Name of Organization: Cephalon Pharmaceuticals b) Contact Person: Tom Goodcase; tgoodcas@cephalon.com; 801-401-7549 c) System Information: Software House Access Control Systems d) System Size: 150 Readers



SECTION 3

RFP Section 4.3.3.1 Response to Scope of Work

1.1.1 CATEGORY 1 – ACCESS CONTROL SYSTEMS

The Access Control Systems category includes, but is not limited to the following services:

1.1.1.1 All aspects of access control system services.

1.1.1.1.1 Consulting.

AlphaCorp has always taken a consultative approach to the system design and sales process. We believe that the best results come from first: clearly understanding what a customer wants and what the current circumstances are (existing systems, etc.), then applying our experience to design the best solution for the customer.

1.1.1.1.2 Inspections as required by the using agency.

We don't consider a project complete until our project managers sit down with the customer to go through the details and perform a site evaluation (with customer) to determine that the scope has been completed.

1.1.1.1.3 Installation of new systems.

AlphaCorp can design, provide and install all low voltage Special Systems. AlphaCorp maintains partnerships with many industry-leading manufacturers of low-voltage systems to provide an optimized solution for any environment. We have been installing new systems since 1993, and have a highly trained to meet the needs of most customers.

1.1.1.1.4 Replacement or upgrade of systems.

Many of our installations are upgrades or systems. We approach these projects in a way that reduces the amount of down system down time for the customer. For example, we often would convert one door at a time, so as to avoid disabling the entire system. We are also sensitive to the customer costs, and try to utilize and existing equipment that may still be in good working condition.

1.1.1.1.5 Removal of existing systems.

Our technicians are very experienced in removing existing equipment.



1.1.1.1.6 Maintenance and repair (including emergency repair) of systems.

Service technicians are available 24/7/365 on a rotating schedule with back up via the AlphaCorp Hotline Phone List. The service technician on call has a call list of all other technicians which is used to summons additional technical resources as needed.

1.1.1.1.7 Integration of various types of systems.

AlphaCorp has the technical and engineering expertise necessary to provide all systems we supply, as described above, in a stand-alone or fully integrated configuration. Our approach is based on project application requirements and our engineering staff works with customer representatives to maximize efficiency for the customer by integrating systems where applicable. As an example: Existing systems such as HR or accounting packages can be integrated with the access control and video systems to minimize data entry time and delays in providing a new employee with access or securing the facility upon termination of an employee.

1.1.1.1.8 Provide and install all related equipment and miscellaneous items such as wire, fasteners, etc., that may be needed to complete work.

We include these materials and other materials needed for a neat and proper installation.

1.1.1.1.9 Maintenance and repair (including emergency repairs) of systems.

- A. Respond on site to trouble calls within four (4) hours, including weekends and holidays.
- B. Repair personnel must carry adequate hardware inventory to replace, repair, and/or maintain each system at the time dispatched.
- C. Repair personnel must be prepared to provide an immediate replacement for defective equipment and shall not remove a defective unit without an immediate replacement.
- D. Replacement and repair of equipment must be provided to a specific location, or within an assigned geographical area inside a location.



All of these requirements are included in our service and maintenance standards, and we would have no problem meeting these needs. Service technicians are available 24/7/365 on a rotating schedule with back up via the AlphaCorp Hotline Phone List. The service technician on call has a call list of all other technicians which is used to summons additional technical resources as needed.

- 1.1.1.2 Provide programming and work individually with each participating state's information technology staff when installing new or maintaining previously installed systems. See *Attachment S, Sample Equipment List*. The Sample Equipment List is subject to change depending on evolution of the equipment used by each participating agency.

1.1.2 CATEGORY 2 – BURGLAR ALARM SYSTEMS

The Burglar Alarm Systems category includes, but, is not limited to the following services:

- 1.1.2.1 All aspects of burglar alarm system services.

- 1.1.2.1.1 Consulting.

AlphaCorp has always taken a consultative approach to the system design and sales process. We believe that the best results come from first: clearly understanding what a customer wants and what the current circumstances are (existing systems, etc.), then applying our experience to design the best solution for the customer.

- 1.1.2.1.2 System Monitoring:

- A. Provide a 24-hour (UL) station.
- B. Provide backup communication, i.e. radio or cell phone.

We would be happy to provide either one of these options.

- 1.1.2.1.3 Guarantee system performance.

All of installations come with a 1-year parts and labor warranty. Extended warrantys are available.

- 1.1.2.1.4 Inspections as required by the using agency.



Some of our maintenance plans include reoccurring inspection of the systems. Every project requires a signoff from the customer before we consider it complete.

1.1.2.1.5 Installation of new systems.

AlphaCorp can design, provide and install all low voltage Special Systems. AlphaCorp maintains partnerships with many industry-leading manufacturers of low-voltage systems to provide an optimized solution for any environment. We have been installing new systems since 1993, and have a highly trained to meet the needs of most customers.

1.1.2.1.6 Replacement or upgrade of systems.

Many of our installations are upgrades or systems. We approach these projects in a way that reduces the amount of down system down time for the customer. For example, we often would convert one door at a time, so as to avoid disabling the entire system. We are also sensitive to the customer costs, and try to utilize and existing equipment that may still be in good working condition.

1.1.2.1.7 Removal of existing systems.

Our technicians are very experience with removing equipment.

1.1.2.1.8 Maintenance and repair (including emergency repairs) of systems.

- A. Respond on site to trouble calls within four (4) hours, including weekends and holidays.
- B. Repair personnel must carry adequate hardware inventory to replace, repair, and/or maintain each system at the time dispatched.
- C. Repair personnel must be prepared to provide an immediate replacement for defective equipment and shall not remove a defective unit without an immediate replacement.
- D. Replacement and repair of equipment must be provided to a specific location, or within an assigned geographical area inside a location.

All of these requirements are included in our service and maintenance standards, and we would have no problem meeting these needs. Service



technicians are available 24/7/365 on a rotating schedule with back up via the AlphaCorp Hotline Phone List. The service technician on call has a call list of all other technicians which is used to summons additional technical resources as needed.

1.1.2.1.9 Integration of various systems.

AlphaCorp has the technical and engineering expertise necessary to provide all systems we supply, as described above, in a stand-alone or fully integrated configuration. All of the access control systems that we offer have integration paths with several alarm systems. Our approach is based on project application requirements and our engineering staff works with customer representatives to maximize efficiency for the customer by integrating systems where applicable.

1.1.2.1.10 Provide and install all related equipment and miscellaneous items such as wire, fasteners, etc., that may be needed to complete work.

We include these materials and other materials needed for a neat and proper installation.

1.1.2.2 The authorized agency representative and/or designee will identify the procedures by which work requests will be assigned.

We have no problem with this.

1.1.2.3 The work provided within this section includes a complexity of various single zone and multi-zoned systems, including circuit boards, communication device(s), phone lines, system wiring, power supply, and batteries, installed with or without panic buttons, motion detectors, door sensors, window sensors, glass-break sensors, key pads and various notification devices (horns, strobes, etc.).

AlphaCorp can provide customers with superior protection for any facility. Existing fire detection and signaling solutions can be integrated with communication, video and other systems to provide an integrated solution. Through our unique Designed Solution Process, our team will design a custom solution for a facility – including control panels, detection systems and other innovative technologies – ensuring that each system addresses a customer’s specific needs. AlphaCorp will provide cost competitive monthly monitoring options for both fire and burglary alarm systems.



- 1.1.2.4 Existing systems must be matched in any new additions or new construction. During renovations, the system in the renovated area being replaced must match the system that is currently in operation and must become an integral part thereof. Vendors must ensure complete connectivity and integration to each existing system in those instances where an addition or upgrade is warranted.

We take these steps on any project that includes work on / with existing systems.

- 1.1.2.5 Designate a project manager as the single point of contact who must be certified to program all alarm systems in use throughout agency facilities.

The Project Manager is assigned to each project is tasked with ensuring compliance with the scope of work and reporting any discrepancies or changes required to the owner. Regular attendance at construction meetings helps to ensure any problems are addressed in a timely manner so as not to disrupt the installation schedule.

- 1.1.2.6 Vendors must possess the ability to provide for individual access codes.

This is not a problem for us.

1.1.3 CATEGORY 3 – CLOSED CIRCUIT TELEVISION SYSTEMS (CCTV)

The CCTV category includes, but, is not limited to the following services:

- 1.1.3.1 All aspects of CCTV services.

- 1.1.3.1.1 Consulting.

We take a consultative approach to all of our projects. This is especially important with video. There are so many different options and cameras to choose from. It all starts with listening to what the customer is looking for first.

- 1.1.3.1.2 Inspections as required by the using agency.

Some of our maintenance plans include reoccurring inspection of the systems. Every project requires a signoff from the customer before we consider it complete.

- 1.1.3.1.3 Installation of new systems.



We can provide several options for new systems. We have a great deal of experience providing network (IP) video solutions. We were the first integrator in the state to start providing IP video (about 9 years ago).

1.1.3.1.4 Replacement or upgrade of systems.

A large portion of our video installations are upgrades, many of which are upgrades from analog to IP video. We can provide the right migration path to meet the needs of each customer. AlphaCorp delivers solutions that dramatically improve the quality, usability and scalability of a video system. From cameras and transmission to network video recorders and workstations, our engineers can seamlessly upgrade video systems or build a new state-of-the-art network, depending on a facility's needs. AlphaCorp offers video systems that range from a 4 camera system to large scale solution perfect for use in hospitals, schools, casinos or any commercial application.

1.1.3.1.5 Removal of existing systems.

We perform these services quite regularly, and our technicians are sensitive to leaving a neat equipment removal.

1.1.3.1.6 Maintenance and repair (including emergency repairs) of systems.

- A. Respond on site to trouble calls within four (4) hours, including weekends and holidays.
- B. Repair personnel must carry adequate hardware inventory to replace, repair, and/or maintain each system at the time dispatched.
- C. Repair personnel must be prepared to provide an immediate replacement for defective equipment and shall not remove a defective unit without an immediate replacement.
- D. Replacement and repair of equipment must be provided to a specific location, or within an assigned geographical area inside a location.

All of these requirements are included in our service and maintenance standards, and we would have no problem meeting these needs. Service technicians are available 24/7/365 on a rotating schedule with back up via the AlphaCorp Hotline Phone List. The service technician on call



has a call list of all other technicians which is used to summons additional technical resources as needed.

1.1.3.1.7 Integration of various systems.

We have experience integrating all types of systems, many of which have been integrating video with access control systems and vice versa.

1.1.3.1.8 Provide and install all related equipment and miscellaneous items such as wire, fasteners, etc., that may be needed to complete work.

We can provide all parts and materials needed for a turn-key installation.

1.1.3.2 Provide the option to use CCTV video cards for video surveillance.

1.1.3.2.1 Video cards must have the capability to handle from four (4) to twenty-four (24) cameras in the system.

All of the video management systems (VMS) that we offer can exceed these specifications.

1.1.3.2.2 Vendors must offer video cards with various capacity sizes to meet all potential needs.

We offer solutions from several different VMS manufacturers in order to provide the right solution for each customer.

1.1.3.2.3 All cameras used in an installation must be matched to work with the video card selected by the agencies.

All Video Management systems (VMS) that we provide have the capability to handle multiple windows (8X8 tile) that you can drag over to any monitor that is connected to the client workstation.

1.1.3.3 Provide the option for agencies to build their own stand-alone computer to run the system, or request that the vendor build it for them.

It is always up to the customer whether they want us to provide computer hardware, or them. We will provide specifications / recommendations for any hardware that a customer chooses to provide.

1.1.3.4 Offer a wide variety of indoor and outdoor cameras and wireless transmitters to work in conjunction with video cards.



We are a certified dealer for many different video manufacturers, including Axis (gold partner), Sony (Sony Preferred Reseller), Panasonic, Pelco, Arecont and others. We can provide the right camera for any application. We are also certified and have experience installing wireless network video systems.

RFP Section: 4.3.3.3 Company Background / History

Painter Enterprises, now officially known as AlphaCorp, was incorporated in April of 1983 in the state of Utah. The company was founded by Jim Painter and his sons, all of whom are degreed electrical engineers. AlphaCorp is made up of two distinct business groups: SIRE Technologies, which is a software development business that provides electronic document management solutions; and AlphaCorp Security, which provides a wide variety of electronic security solutions.

AlphaCorp is an independent security systems integrator with decades of experience delivering flexible and customized analog, IP or wireless based technology solutions to all areas of security including video surveillance and access control. **AlphaCorp began providing security solutions in 1993.** We entered the security integration market with a strong background in database development, networking, and computer programming. Our staff includes full time dedicated network technicians, software developers, and database engineers. AlphaCorp is a Microsoft Certified Gold Partner. We have embraced the industries trend to IP based products. AlphaCorp was the first Electronic Security Integrator to introduce true integrated IP Video and Access Control solutions to the Utah market. These strengths have proven to be the difference to many of our customers when comparing system integrators. AlphaCorp has been entrusted to install and maintain Access Control and IP Video systems for some of the largest and most technical organizations in the Utah.

AlphaCorp has been recognized by our customers and security vendors as the top Access Control and CCTV integrator in the state. Moreover, with our recognition, we are approached by many Access Control and CCTV manufacturers to be a “value-added reseller” (VAR) for their products. This has given us the opportunity to understand the strengths and details that separate each system; which allows us to support several solutions to the highest standards available.

Because of our outstanding reputation, AlphaCorp was invited to join SecurityNet, an organization comprised of the top independent security integrators in the country. SecurityNet was established to offer businesses a single source to provide their security needs in a high quality and consistent basis. Technical expertise, especially in the area of access control and CCTV integration, is SecurityNet’s strength. AlphaCorp is SecurityNet’s Utah representative and our customers greatly benefit from our membership in SecurityNet, due to the high standards of excellence that SecurityNet requires of its members.

At the end of the day, AlphaCorp’s mission is to provide world class products, service, and support in helping our customers achieve their goals in securing their facilities. We believe, based on our skill-set, number of years of experience, product support and competitive pricing, AlphaCorp is the best selection for this project.



RFP Section 4.3.3.2 Reporting

Vendors should describe in general the level of sophistication and complexity of custom usage reporting data that vendors can provide to the Participating States. Vendors must be able to provide state-specific reports with capabilities to include, but not limited to, all items listed in Section 2.2.

With the help of the Security Net Group, AlphaCorp has developed a project management software that enables our customers to see real time information about their ongoing projects. In addition to seeing detailed status reports and information, it is an interactive tool that enables our customers to make service requests and post questions or information about a project. It is a tool that makes it easy for customers to get updated information very easily.

RFP Section 4.3.3.4 Time Performing Comparable Projects

Length of time vendor has been providing services described in this RFP to the public and/or private sector. Please provide a brief description.

AlphaCorp has been providing systems of similar size for more than 15 years. Some of the large scale projects we have worked on are: Ebay, Oracle, Discover Financial Services, Nu Skin, Rio Tinto, Weber State University, Matheson Courthouse, Brigham City, Davis County and many more.

RFP 3047 ~ Pricing Schedule
Projects under \$100,000.00 (not prevailing wage)

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name AlphaCorp

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 70.00 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 100.00 /Hour

Weekend/Holiday Hours \$ 100.00 /Hour

Other miscellaneous labor costs, note type and rate per hour (if applicable).

- a.
- b.
- c.
- d.
- e.

Warranty/maintenance/service done by AlphaCorp

Contact name and phone number Bill Edmunds 801-977-8608

Response time for repairs during warranty period 30 minute time frame (via phone call) and a site response within 24 hours

Response time for repairs after warranty period 30 minute time frame (via phone call) and a site response within 24 hours

Emergency response time Onsite response in under 2 hours (much sooner if possible)

Non-emergency response time 30 minute time frame (via phone call) and a site response within 24 hours

(Attach additional sheets if necessary)

Estimated Completion Date: 3-4 weeks from onsite start date, but this can vary depending on the scope of work.

Indicate the estimated completion date for any project with an estimated cost of \$100,000.00 or more.

RFP 3047 ~ Pricing Schedule
Projects over \$100,000.00 (prevailing wage)

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name AlphaCorp

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 70.00 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 100.00 /Hour

Weekend/Holiday Hours \$ 100.00 /Hour

Other miscellaneous labor costs, note type and rate per hour (if applicable).

- a.
- b.
- c.
- d.
- e.

Warranty/maintenance/service done by AlphaCorp

Contact name and phone number Bill Edmunds 801-977-8608

Response time for repairs during warranty period 30 minute time frame (via phone call) and a site response within 24 hours

Response time for repairs after warranty period 30 minute time frame (via phone call) and a site response within 24 hours

Emergency response time Onsite response in under 2 hours (much sooner if possible)

Non-emergency response time 30 minute time frame (via phone call) and a site response within 24 hours

(Attach additional sheets if necessary)

RFP 3047 ~ Pricing Schedule Maintenance Work (Non-Warranty)

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name AlphaCorp

Hourly rate for telephone consultation only \$ 70.00 /Hour

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 70.00 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 100.00 /Hour

Weekend/Holiday Hours \$ 100.00 /Hour

Costs for Maintenance and Monitoring \$ 20.00 /Month

Materials percentage mark-up
(Receipts for materials may be required by using
agency to be submitted with invoice) 20%

Other cost
(Provide detail) _____

Other cost
(Provide detail) _____

ATTACHMENT H ~ COST PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP 3047

I have read, understand and agree to comply with **all** the terms and conditions specified in this Request for Proposal.

YES X I agree to comply with the terms and conditions specified in this RFP.

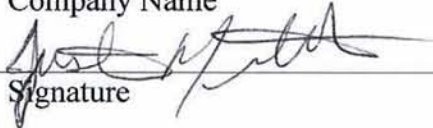
NO I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors **must** provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Note: Only cost exceptions and/or assumptions should be identified on this attachment. Do not restate the technical exceptions and/or assumptions on this attachment.

Alphacorp Security

Company Name



Signature

Justin Meredith

7/9/2013

Print Name

Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

Attachments G & H must be submitted in Section 5 of vendor's proposal