

SECURITY/PROTECTION SYSTEMS  
REQUEST FOR PROPOSAL: 3047

STATE OF NEVADA  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
515 E. MUSSER STREET, SUITE 300  
CARSON CITY, NEVADA 89701

Response date: 7/10/2013 2:00 PM



Proposal



Professional Systems Technology, Inc.  
390 West 6500 South  
Murray, Utah 84107  
Contact: David Lassig  
[david.lassig@pstslc.com](mailto:david.lassig@pstslc.com)  
(801)649-6696 office  
Duns #611012944











#### 4.3.1.1 Title Page

RFP Title:	Security Protection Services
RFP:	3047
Vendor Name:	Professional Systems Technology
Address:	390 West 6500 South Murray, Utah 84107
Proposal Opening Date:	7/10/2013
Proposal Opening Time:	2:00 PM



## Table of Contents:

### 4.3.1 Section 1: State Documents

- 4.3.1.1 Title Page
- 4.3.1.2 Table of Contents
- 4.3.1.3 Attachment A
- 4.3.1.4 Other Documents
  - 4.3.1.4.1 Signature Page
  - 4.3.1.4.2 Attachment B
  - 4.3.1.4.3 Attachment C
  - 4.3.1.4.4 Vendor Licensing Agreements
  - 4.3.1.4.5 Applicable Certifications and Licenses

### 4.3.2 Section 2: Company Information

- 4.3.2.1 Vendor Information
  - Attachment D
- 4.3.2.2 Business References
  - 4.3.2.2.1 Attachment E
- 4.3.2.3 Vendor Staff Resumes
  - Attachment F
- 4.3.2.4 Subcontractor Information
  - 4.3.2.4.1 Identify Subcontractors and Specific Requirements
  - 4.3.2.4.2 Relevant Arrangements & Previous Experience
  - 4.3.2.4.3 Methodology, Processes & Tools
  - 4.3.2.4.4 Vendor Information

### 4.3.3 Section 3: Technical Proposal

- 4.3.3.1 Response to Scope of Work
- 4.3.3.2 Reporting
- 4.3.3.3 Company Background/History
- 4.3.3.4 Time Performing Comparable Projects

### 4.3.4 Section 4: Redacted Technical Proposal

### 4.3.5 Section 5: Cost

- 4.3.5.1 Cost Schedule
  - Attachment G
  - 4.3.5.2.1 Attachment H

### 4.3.6 Section 6: Confidential Financial

- 4.3.6.1 Dun and Bradstreet Number
- 4.3.6.2 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.

Professional Systems Technology

Company Name

Signature

David Lassig

Print Name

July 3, 2013  
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.**

***Vendor must sign and return this amendment with proposal submitted.***

Vendor Name: Professional Systems Technology

Authorized Signature:

Title:

President

Date: July 3, 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.*

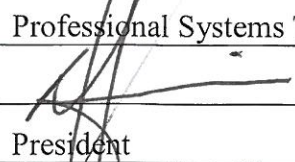
Clarification Question:

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.**

*Vendor must sign and return this amendment with proposal submitted.*

Vendor Name: Professional Systems Technology  
Authorized Signature:   
Title: President Date: July 3, 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: Professional Systems Technology

Authorized Signature:

Title: President

Date: July 3, 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	
Justification for Confidential Status			

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

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

Professional Systems Technology

Company Name

Signature

David Lassig

Print Name

Date

July 3, 2013

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.

Professional Systems Technology

Vendor Company Name

Vendor Signature

David Lassig

Print Name

July 3, 2013

Date

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







*Is proud to recognize*

**PROFESSIONAL SYSTEMS  
TECHNOLOGY**

*as a Solution Gold*

*Partner for*

**2013**





23221 E Knox Ave  
Liberty Lake, WA 99019  
1.888.542.1103

## RESELLER AGREEMENT

In order to provide the highest level of service and support, as well as ensure fair competition for our entire distribution network, OPENEYE has created the following reseller agreement. Please read the document in its entirety, sign at the bottom, and fax to 509.777.6702.

### Terms of Marketing Usage

Use of the OPENEYE name, logos, product images, and related marketing or technical information (in print- and/or electronic-forms) is limited to OPENEYE-Authorized Resellers, Authorized Distributors, Authorized Systems Integrators, and Sales Representatives (hereinafter "User"). An "Authorized Dealer" is defined as a company that has a current direct account with OPENEYE or actively purchases OPENEYE units through an "Authorized Distributor", and has at least one (1) OPENEYE certified technician. An "Authorized Distributor" is defined as a company that has a distribution agreement in effect directly with OPENEYE and that resells OPENEYE products to Dealers. An "Authorized Systems Integrator" is defined as an Authorized Dealer with engineering capability that designs and installs integrated systems using OPENEYE products, has a direct account with OPENEYE, and has at least two (2) OPENEYE certified technicians. Companies are specifically prohibited from using the terms "Authorized Dealer", "Authorized Distributor", or "Authorized Systems Integrator", unless they meet the specific qualifications described herein.

During the Term of this Agreement only, OPENEYE grants User permission to use OPENEYE's trademarks, trade names, and related logos. Such use of OPENEYE's trademarks, trade names, and related logos shall be subject to the following conditions: (1) all advertising of User clearly indicates that it is advertising of User, and is not advertising of OPENEYE; (2) User's advertising does not imply or suggest an association between User and OPENEYE other than that of buyer and seller; (3) User's use of the OPENEYE Property positively represents OPENEYE and OPENEYE CCTV equipment and related services in a professional manner; (4) User's trade name is more predominant on User's advertising than OPENEYE trademarks; (5) the appropriate trademark notice (™ or ®) appears adjacent all OPENEYE federally registered trademarks; (6) no modifications of any OPENEYE brand marks are made; and (7) only OPENEYE MSRP product pricing may be used for print advertising, direct mailers, E-commerce promotion activities, or any other public use of OPENEYE pricing or product information designated for mass distribution. Use for any other purpose is expressly prohibited, and will be considered a material breach resulting in the immediate termination of this Agreement. User further agrees that it shall not attempt to register any OPENEYE trademark, trade name, logo, or designation.

### Reseller Requirements

1. The Reseller will maintain the highest standards of quality and integrity in the sales, design, installation, commissioning, and service of OPENEYE products and systems. The Reseller will maintain trained staff to support these functions.
2. The Reseller will use its best efforts to promote, market and distribute the product of OPENEYE, in a professional manner consistent with the intent of this Agreement.
3. Upon request The Reseller must provide proper technical support and training on the basic use and functionality of the product installed.
4. The Reseller will ensure optimal performance of all security equipment through custom system design based on each individual application
5. The Reseller will adhere to the payment and price terms outlined in this Agreement.



## Terms and Conditions

1. The terms of the Agreement shall govern all purchases, regardless of terms or conditions placed on The Reseller's Purchase Order.
2. Pricing: All pricing is subject to change without notice. Anything herein to the contrary notwithstanding, OPENEYE understands that Reseller will be entering into legally binding agreements with its customers and to the extent such an agreement has been entered into, OPENEYE agrees to accept an order relating to that obligation at the prices of the then current price list, unless notice has been delivered to Reseller prior to Reseller's submission of a quote on any particular project. In the event OPENEYE has discontinued the product Reseller is contractually obligated to supply OPENEYE agrees to provide the subsequent like model offering at the project price originally quoted to Reseller. All shipments are billed at current published prices minus any applicable discounts.
3. Credit: All purchases are cash, COD, or pre-payment. For Resellers wishing to establish credit, terms of payment are Net 30. The standard OPENEYE credit application shall be supplied with 3 credit references, a bank reference, and a current financial statement (if available) for approval prior to shipment. Credit decisions are based upon a number of factors and OPENEYE reserves the right to require personal guarantees and security agreements when applicable and to modify credit terms at OPENEYE'S sole discretion.
4. Ordering: All purchase requests submitted without advance payment (i.e. credit Net 30) shall be accompanied by the Reseller's Purchase Order. If the Reseller does not have a customized purchase order OPENEYE will provide one for signature at the time the order is submitted.
5. Shipping: Stock systems will be shipped by the next business day. Multiple quantity orders or upgrade orders generally take 3-4 business days to ship. OPENEYE's standard shipping methods are as follows (unless special arrangements are made in writing): East Coast UPS 3- Day Select Shipping, West Coast UPS Ground Shipping. If Reseller requests expedited shipping, said Reseller will pay any and all price differences for selected shipping method.
6. Limited Warranty: OPENEYE warrants its products in accordance with the terms established in Exhibit A which is attached hereto. Reseller must complete an advance replacement authorization form, and provide proper surety (credit card or purchase order) for each instance of advanced replacement. Extended warranties are available for purchase during any time of the warranty period. Out of warranty machines are not eligible for extended warranties. In the case of Depot warranty service, OPENEYE will match the inbound shipment method when returning repaired product at OPENEYE'S expense.
7. Restocking: No goods may be returned for repair, exchange or credit without the prior RMA number being issued by OPENEYE. Products may be returned within the first 30 days from the invoice date for the original purchase price if it is received by OPENEYE in like new condition. All products must be returned in the original shipping boxes and products damaged in shipping will not be restocked. Product returns not meeting this criteria shall be subject to a twenty percent (20%) restocking fee.
8. Indemnification: Reseller shall indemnify and hold OPENEYE harmless from and against claims, damages, losses and expenses, (including, but not limited to, reasonable attorney's fees), attributable to bodily injury, sickness, disease or death, or to destruction of tangible property, but only to the extent caused by the negligent installation of equipment purchased from OPENEYE or Reseller's breach of this Agreement. OPENEYE shall indemnify and hold Reseller harmless from and against claims, damages, losses and expenses, (including, but not limited to, reasonable attorney's fees), attributable to bodily injury, sickness, disease or death, or to destruction of tangible property, but only to the extent caused by a malfunction of equipment purchased from OPENEYE by Reseller.

**IN NO EVENT SHALL OPENEYE OR RESELLER BE LIABLE TO THE OTHER PARTY HERETO FOR SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, INCLUDING COMMERCIAL LOSS, LOSS OF USE OR LOST PROFITS, EVEN IF THAT PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.**





9. Patent Indemnity: OPENEYE agrees to hold Reseller harmless from any and all costs incurred as a result of any claim for infringement of a United States or international patent by any goods purchased from OPENEYE. This indemnification shall not apply to the extent the infringement is due to any special designs provided by Reseller, or changes, modifications, or unique uses by Reseller. In the event of a claim Reseller shall notify OPENEYE as soon as practicable, but not later than 15 days after receipt of notice of such claim. Reseller agrees upon receiving a request from OPENEYE after being put on notice of such claims, to allow OPENEYE to defend or settle any suit or controversy and OPENEYE agrees to satisfy any judgment or settlement of such claims. If a court prohibits future use of any goods because of an infringement, then OPENEYE shall have the option to procure the rights to use said goods for Reseller from the complaining party, or replace said goods with non-infringing goods, or to refund the purchase price of said goods to Reseller.
10. Relationship of Companies: This agreement does not in any way create the relationships of joint venture or partnership between OPENEYE and The Reseller.
11. The Dealer shall not delegate any right or obligation hereunder without the prior written consent from OPENEYE. Any unauthorized delegation will automatically terminate this agreement.
12. No modifications and/or additions to/deletions from this agreement shall be binding upon either party unless accepted in writing by an authorized representative of each party.
13. The agreement shall be governed by, subject to and construed according to the laws of the State of Washington, USA. In the event that any provision of this agreement violates the laws of any jurisdiction, such provisions shall be deemed not to be part of this agreement and the remainder of this agreement shall remain in full effect. Each party hereby submits itself to personal jurisdiction in any Court of competent jurisdiction within the County of Spokane, State of Washington, for the resolution of any dispute arising under the terms of this agreement.
14. Termination: Either party may terminate this Agreement immediately upon written notice in the event of a breach of a material term or condition of this Agreement. Either party may also terminate this Agreement for its convenience upon 60 days written notice. Notwithstanding anything in this Agreement to the contrary, upon termination of this Agreement by OPENEYE, OPENEYE shall sell and provide to Reseller Products sufficient in type and quantity for Reseller to meet its current legal obligations to third parties existing at the time of such termination.
15. This agreement expresses the entire understanding between The Dealer and OPENEYE and supersedes any prior understanding or agreement, written or oral, between the two parties relating to the subject hereof. Any changes to this agreement by The Dealer will void the agreement in its entirety.

**Acceptance:**

**The Reseller:**

By: 

Name: DAVID LASSIG

Title: President

Date: 9-1-11

**Manufacturer:** PC OPEN INC

DBA - OPENEYE VIDEO SOLUTIONS

By:

Name: Edward W. Solt

Title: Executive Vice President, Sales

Date: \_\_\_\_\_





## EXHIBIT A

### LIMITED WARRANTY

OpenEye warrants all new products to be free from defects in workmanship and material under normal use for a period of two years after the date of purchase. Any defective product that falls under this warranty will, at OpenEye's discretion, be repaired or replaced at no additional charge. OpenEye may elect to replace defective products with new or factory reconditioned products of equal or greater value. Repairs made necessary by reason of misuse, alteration, normal wear, or accident are not covered under this warranty.

Exceptions to this are listed below:

- Three Years on all E-Series Digital Recorders
- Three years on all fixed cameras

All products shall be covered by a one year advance replacement warranty\*.

OpenEye will warrant all otherwise out of warranty replacement parts and repairs for 90 days from the date of OpenEye shipment.

The above warranty is the sole warranty made by OpenEye and is in lieu of all other warranties by OpenEye express and implied, including without limitation the warranties of merchantability and fitness for a particular purpose. Under no circumstances will OpenEye be liable for any consequential, incidental, special or exemplary damages arising out of or connected with the sale, delivery, use or performance of the product, even if OpenEye is apprised of the likelihood of such damages occurring. In no event shall OpenEye liability exceed the purchase price of the product.

This warranty gives you specific legal rights and you may also have other rights which vary from state to state or country to country.

\*Requires corresponding security deposit.





## OPENEYE PREMIER CERTIFIED PARTNER PROGRAM AGREEMENT

### Introduction

Successfully growing your business can be difficult. At OpenEye we understand how important it is to help one another tackle obstacles as they come, and the OpenEye Premier Certified Partner Program is designed to do just that. By providing additional services and support to your company we can do our part to help keep you one step ahead of the competition and focused on what's really important... satisfying the customer.

How can OpenEye help you satisfy your customers and differentiate yourself from other integrators selling similar products and solutions? Easily if you are a Premier Certified Partner. You will have access to extended and reduced cost warranties, priority phone support, marketing COOP funds, on-site training, free labor charges on out of warranty units and much more.

The Premier Certified Partner Program isn't for everybody though. Only those companies who consistently demonstrate excellence in sales, service and support are eligible. We believe it is important to identify the companies who want to make OpenEye their 'Partner in Success' and work together toward this goal.

### Program Benefits

**Extended Warranties** - Automatically extend the warranties on all PC Based Digital Recorders by one year FREE. Extended warranties help keep your customers investment secure and keep you one step ahead of the competition!

**Free Labor on out of warranty (OOW) repairs** - Premier Certified Partners receive free labor on all out of warranty DVR repairs. Let's face it, even the best products may run into an issue from time to time. When they do, it's nice to know that it doesn't have to be a 'shocking' expense to the customer.

**Priority Phone Support** - Your time is important to you and we understand that. Premier Certified Partners get access to dedicated priority support lines offering 24/7 phone and afterhours callback support. So you can get the job done on your schedule not ours.

**COOP Program** - Premier Certified Partners earn approximately 1% back, on most OpenEye products purchased, for use in marketing and other promotional endeavors. We want to help you succeed and assisting with marketing such as tradeshow, direct mail advertising, and magazine advertisements is a great way to do so!



**On-Site Training** - As our partner we want to ensure you receive the proper tools to sell and support our products. That is why all OpenEye Premier Certified Partners are offered free on-site training for both their sales and technical staff. We feel the best way to learn is hands on and who better to show you than the people who use our products daily our employees.

**Factory Training** – Premier Certified Partners are encouraged to visit OpenEye's dedicated education facilities in Liberty Lake, WA and receive in depth training from our technical and support staff. OpenEye provides transportation to and from the airport as well as free room and board to any Premier Certified Partner who wishes to visit our facilities.

**Lead Sharing** – Helping our partners grow is very important to OpenEye. That is why we provide our Premier Certified Partners with regional leads we receive from tradeshow and marketing events we conduct.

**Premier Certified Partner Certificate and Plaque** - OpenEye Premier Certified Partners receive a plaque and certificate that identifies them as partners who have earned the respect and trust of OpenEye. If you find yourself competing for a bid with OpenEye products, separate yourself from the crowd by displaying your Premier Certified Partner status.

**Pricing Registration** – To safeguard the success and hard work of Premier Certified Partners committed to selling OpenEye products we offer pricing registration to protect large or strategic bids.

**Down Time Prevention Program** –OpenEye's Down Time Prevention Program allows Premier Certified Partners to purchase DVRs at significantly reduced rates for use as loaner or advance replacement units in the field.

**Premier Certified Partner Pricing** – Premier Certified Partners are 'Partners in Success' with OpenEye. To ensure this success we have established Premier Certified Partner Pricing to make our partners more competitive in the market and recognize their performance.

**Beta Access** - Being one step ahead of the competition gives you that extra edge when it comes to closing a deal. That is why Premier Certified Partners receive first access to new products and features.

## **Program Requirements**

To qualify for OpenEye's Premier Partner Program a Dealer/Integrator must meet the following requirements:

- Completion of the OpenEye Product Training Course by sales and technical staff (2 Day Process)
  - Completion of a 1 day product training course annually thereafter
- \$100k in annual sales (or demonstrated capacity to meet this threshold if a new customer)
- Have purchased at least one PC-DVR or NVR platform for sales demonstration purposes
- Commitment to use OpenEye as tier one product for market solutions



## Terms and Conditions

Premier Partner Program members will be reviewed at the beginning of every calendar year for renewal of Premier Partner status.

New customers receiving Premier Partner Program status have 12 months from the signing of this agreement to meet the requirements of the Premier Partner Program before status is reviewed.

OpenEye reserves the right to modify the terms and benefits of the Premier Partner Program at any time with or without prior notice.

OpenEye will provide notice by email of any material changes to the Premier Partner benefits which affect Premier Partner Members.

OpenEye reserves the right to deny, revoke, or grant Premier Partner Status for any reason, at any time regardless of qualification requirements.

All DVRs purchased during membership as a Premier Partner retain their extended warranties regardless of any changes in policy terms, benefits, or member status.

### Applicant

PST  
Company  
Signature  
DAVID LASSIG  
Printed Name  
President  
Title

### Grantee

OpenEye

Edward Solt  
Executive VP Sales and Marketing







## INCENTIVIZED DEALER AGREEMENT & NDA

This Agreement (the "Agreement") is made and effective as of this 19<sup>th</sup> day of MAY, by and between Advent Systems, Inc. a Utah Corporation, having a principal place of business at 1213 West Flint Meadow Drive, Ste. 4, Utah 84037 (Advent") and PST, having a principal place of business at Sandy, UT, ("Dealer").

### INTRODUCTION

- A. Advent is engaged, among other things, in the business of designing, manufacturing, marketing and selling state of the art security cameras and digital video recorders ("DVR").
- B. Dealer, acting as an independent contractor, desires to become authorized on a non-exclusive basis, to market, promote, and solicit orders for camera and DVR systems.
- C. Advent desires to appoint Dealer as an Authorized Dealer in accordance with and subject to the terms and conditions of this Agreement.

### AGREEMENT

1. **REPRESENTATIONS AND WARRANTIES.** The parties hereto make the following representations and warranties with the specific intent to induce the other party into entering into this Agreement and recognize that the other party would not enter into this Agreement but for the following representations and warranties:
  - 1.1. Each party represents that the execution, delivery and performance of this Agreement have been duly authorized and that it has the full right, power and authority to execute, deliver and perform this Agreement.
  - 1.2. Each party represents that the signatures hereon are genuine and the person signing on behalf of each party is authorized by the respective party to execute the Agreement on its behalf.
  - 1.3. Dealer represents that (i) it is a valid and existing entity in compliance with all laws and regulations related to maintenance of its corporate or other business status; (ii) it is not currently insolvent; (iii) it is not violating any federal, state or local law or regulation; (iv) it has never engaged in any of the acts prohibited under Section 3.6, 3.7, 9.2, 9.3 or 9.4 below; (v) it has not engaged in any acts which would have resulted in automatic termination or be considered default or breach under any current or former Dealer agreement with Advent or under any current or former Other Agreement; and (vi) it is not dependent upon Advent or its Affiliates for a major part of Dealer's business and that Dealer either sells or could sell other products or services in addition to Advents products or services that compete with Advents products or services.
2. **APPOINTMENT; TERRITORY.**
  - 2.1. **Appointment.** Advent appoints Dealer as a non-exclusive Authorized Dealer to promote and solicit orders for DVR's and cameras, subject to all of the terms and conditions of this Agreement. Dealer's authorization herein is limited to the solicitation of orders and the marketing for orders.
  - 2.2. **Territory.** Dealer's authorization hereunder, and any actions it undertakes in connection with, or in furtherance of, this Agreement, shall be limited solely to the area within the geographic boundaries of the United States and its territories and possessions (the "Territory").
  - 2.3. **Purchase of DVR Systems by Dealer from Advent.** In the event that Dealer orders any DVR Systems or Promotional Certificates from Advent or any other Affiliate of Advent, Dealer shall order such products by written purchase order ("Purchase Order") issued during the term of this Agreement. A Purchase Order shall be a binding commitment by Dealer. Any failure to confirm a Purchase Order shall not be deemed acceptance by Advent. All Products must be paid 100% up front unless other signed arraignments have been made.
  - 2.4. **Installation Services.** Dealer represents, warrants, covenants and agrees that all installation and after-sales services (collectively, "Services") performed by Dealer in connection with the sale or lease of DVR Systems will be performed by Dealer in accordance with all applicable laws, codes and regulations, and subject to all

of the terms, conditions, standards and guidelines set forth in the DVR Installation Manual (located on the dealer web site), as such terms, conditions, standards and specifications may be changed at any time and for any reason by Advent Systems, in its sole discretion, upon notice to Dealer.

3. **PRICES.**

- 3.1. Advent shall determine the dealer and distributor prices in its sole discretion. Advent will publish a suggested retail cost for its products. Dealers may market Advent products at whatever increase, decrease from the MFSR that is appropriate for the sale. Dealer may discount their products or services, but may not discount below their own cost without written approval of Advent.

4. **INCENTIVES.**

- 4.1. From time to time, Advent may sponsor programs to encourage Dealer participation. In order for Dealer to realize the incentives, the Dealer will be required to comply with the terms and conditions of the specific incentive program.

5. **CONDUCT OF BUSINESS.**

- 5.1. **Compliance with Laws.** Dealer shall comply with all applicable governmental statutes, laws, rules, regulations, ordinances, codes, directives, and orders (whether federal, state, municipal, or otherwise) and all amendments thereto, now enacted or hereafter promulgated, in force during the Term (hereinafter "Laws"), and Dealer is solely responsible for its compliance with all Laws which apply to its obligations under this Agreement.
- 5.2. **Sales and Use Tax.** Any transactions between Dealer and consumers for the purchase of DVR Systems and related equipment are transactions entered into solely and exclusively between Dealer and the consumer. Dealer, and not Advent, is solely responsible for Dealer's investigation of and compliance with all Laws concerning sales and use taxes applicable to any equipment transactions between Dealer and consumers.

6. **TERM AND TERMINATION.**

- 6.1. **Term.** This Agreement shall commence on the date of execution by both parties and shall continue until December 31, 2020 (the "Term") unless earlier terminated by either party in accordance with the terms and conditions of this Agreement. This Agreement is not automatically renewable and neither party hereto shall be under any obligation whatsoever to offer or to accept an agreement to renew or replace this Agreement upon its expiration.
- 6.2. **Termination by Either Party Without Cause.** Either party may, in its sole discretion, terminate this Agreement for its convenience (without cause) by giving the other party no less than sixty (60) days prior written notice. Advent acknowledges and agrees that Dealer may choose to sell products which compete with Advent products, and that Advent cannot require Dealer to continue as an Authorized Dealer. Dealer acknowledges and agrees that it cannot require that Advent to allow Dealer to remain an Authorized Dealer regardless of whether or not any other dealer is allowed to remain an Authorized Dealer.
- 6.3. **Termination of Agreement.** The parties hereto agree that if this Agreement terminates for any reason: (i) Dealer shall immediately discontinue the marketing, promotion, and solicitation of orders, and immediately cease to represent and/or imply to any person or entity that Dealer is an Authorized Dealer of Advent; (ii) Dealer shall immediately discontinue all use of the trademarks associated or included in any way whatsoever; (iii) Dealer shall deliver to Advent, or destroy, at Advent's option, all tangible things of every kind in Dealer's possession or control that bear any of the trademarks; (iv) Dealer shall upon request by Advent, certify in writing to Advent that such delivery or destruction has taken place; and (v) Dealer shall pay all sums due Advent under this Agreement, or any Other Agreement, within thirty (30) days of the date of termination.

7. **INDEPENDENT CONTRACTOR.** The relationship of the parties hereto is that of independent contractors. Dealer shall conduct its business as an independent contractor, and all persons employed in the conduct of such business shall be Dealer's employees only, and not employees or agents of Advent or its Affiliates. Dealer shall prominently state its business name, address and phone number in all communications with the public, including, without limitation, marketing materials, flyers, print ads, television or radio spots, web sites, emails, invoices, sales slips, and the like. Notwithstanding anything in this Agreement to the contrary, Dealer (including without limitation its officers, directors, agents and employees) shall not, under any circumstances, hold itself out to the

public or represent that it is an agent, employee or Affiliate of Advent or any Advent Affiliate. In furtherance of (and without limiting) the foregoing, in no event shall Dealer use Advent's name or the name of any Advent Affiliate in any manner which would tend to imply that Dealer is an Affiliate of Advent or that Dealer is an agent or employee of Advent or one of its Affiliates or that Dealer is acting or is authorized to act on behalf of Advent or one of its Affiliates. This Agreement does not constitute any joint venture or partnership. Dealer represents that it is not dependent on Advent for a major part of its business. It is further understood and agreed that Dealer has no right or authority to make any representation, promise or agreement or take any action on behalf of Advent or an Advent Affiliate.

8. **LIMITATION OF LIABILITY.** The provisions of this Section 11 shall survive expiration or termination of this Agreement indefinitely (even if termination is due to a default or breach by Advent).

8.1. 11.1 Upon termination of this Agreement for any reason set forth herein, Dealer shall have no right to require Advent to continue to allow Dealer to act as an Authorized Dealer to solicit orders on behalf of Advent. Dealer agrees that in the event of termination of this Agreement for any reason, no amounts spent in its fulfillment will be recoverable from Advent or any of its Affiliates by Dealer.

8.2. **NOTWITHSTANDING ANYTHING TO THE CONTRARY IN THIS AGREEMENT, IN NO EVENT SHALL THE AGGREGATE LIABILITY OF ADVENT AND ITS AFFILIATES UNDER THIS AGREEMENT EXCEED THE AMOUNT PAID BY DEALER TO ADVENT UNDER THE TERMS OF THIS AGREEMENT.**

8.3. In the event of termination by either party in accordance of this Agreement, neither party shall be liable to the other, because of the termination for compensation, reimbursement or damages on account of the loss of prospectus profits or anticipated sales or on account of expenditures, investments, leases or commitments in connection with the business and goodwill of Company and Representative.

9. **INDEMNIFICATION.** Dealer shall indemnify, defend and hold Advent and its Affiliates, and its and their respective officers, directors, employees, agents and shareholders, and its and their respective assigns, heirs, successors and legal representatives (collectively the "Advent Group") harmless from and against, any and all costs, losses, liabilities, damages, lawsuits, judgments, claims, actions, penalties, fines and expenses (including, without limitation, interest, penalties, reasonable attorneys' fees and all monies paid in the investigation, defense or settlement of any or all of the foregoing) ("Claims"), that arise out of, or are incurred in connection with: (i) Dealer's performance or failure of performance under this Agreement and any direct or indirect results thereof, including but not limited to Dealer's sale and installation of DVR Systems

10. **CONFIDENTIALITY.** Except as otherwise set forth in Section 9.4, at all times during the term of this Agreement and for a period of three (3) years thereafter, Dealer and its employees will maintain, in confidence, the terms and provisions of this Agreement, the terms and provisions of any and all Business Rules and Promotional Programs, as well as all data, summaries, reports, communications or information of all kinds, whether oral or written, acquired, devised or developed in any manner from Advent's personnel or files, or as a direct or indirect result of Dealer's actions or performance under this Agreement, and Dealer represents that it has not and will not reveal the same to any persons not employed by Dealer. Also Dealer will keep all pricing, marketing material and all related material provided by advent confidential for the period of (3) years after this agreement.

11. **DISPUTE RESOLUTION.**

11.1. This Agreement shall be governed by and construed according to the laws of the State of Utah. The parties agree that they will use their best efforts to amicably resolve any dispute arising out of or relating to this Agreement. Any dispute that can not be resolved amicably shall be settled by final binding arbitration in accordance with the rules of the American Arbitration Association and judgment upon the award rendered by the arbitrator or arbitrators may be entered in any court having jurisdiction thereof. Any such arbitration shall be conducted in Utah, or such other place mutually agreed upon by both parties. Within (15) fifteen days after commencement of the arbitration, each party shall select one person to act as arbitrator, and the two arbitrators so selected shall select a third arbitrator within (10) days of their appointment. Each party shall bear its own cost and expenses and an equal share of the arbitrator's expenses and administration fees of the arbitration.

12. **MISCELLANEOUS.**

12.1. **Construction and Interpretation.** Dealer and Advent hereby represent, warrant, acknowledge and agree that the normal rule of construction to the effect that any ambiguities are to be resolved against the drafting

party shall not be employed in the interpretation of this Agreement or the Business Rules, any amendments or addendums hereof or Exhibits hereto.

12.2. **Severability.** The parties agree that each provision contained herein is material to each party's decision to enter into this agreement and therefore, this Agreement shall automatically terminate upon the issuance of a final judgment holding that any one or more of the provisions contained herein, or the application thereof to any person, entity, or circumstance, for any reason is invalid, illegal, or unenforceable in any respect, except for any provisions that this Agreement expressly states shall survive expiration or termination of this Agreement indefinitely (even if termination is due to a default or breach by Advent).

12.3. **Compliance with Law.** The parties shall comply with, and agree that this Agreement is subject to, all applicable federal, state, and local laws, rules and regulations, and all amendments thereto, now enacted or hereafter promulgated in force during the term of this Agreement.

12.4. **Attorneys' Fees** In the event of any suit, action or arbitration between Dealer and/or any of its Affiliates, on the one hand, and Advent and/or any of its Affiliates, on the other hand, including but not limited to any and all suits, actions or arbitrations to enforce this Agreement, any Business Rules, any Promotional Program or any provisions thereof, the prevailing party shall be entitled to recover its costs, expenses and reasonable attorneys' fees, at arbitration, at trial and on appeal, in addition to all other sums allowed by law. The provisions of this Section shall survive expiration or termination of this Agreement indefinitely (even if termination is due to a default or breach by Advent).

12.5. **Interstate Commerce** The parties acknowledge that the transactions contemplated by this Agreement involve interstate commerce.

13. **Entire Agreement** This Agreement sets forth the entire agreement and understanding of the parties relating to the subject matter herein and supersedes any prior discussions or agreements between them. No modification of or amendment to this Agreement, nor any waiver of any rights under this Agreement, shall be effective unless in writing signed by the party to be charged.

**ADVENT SYSTEMS, INC.**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**DEALER**

Dealer Company Name: DST  
Street Address: 725 W. Cottage Ave  
City, State, Zip Code: Sandy UT 84070  
Facsimile Number: 801 825 0819  
(For Notice to Dealer pursuant to Section 16.10)

By: \_\_\_\_\_  
Name: Dan Lassig  
Title: PRESIDENT

[SIGNATURE PAGE OF INCENTIVIZED DEALER AGREEMENT]

party shall not be employed in the interpretation of this Agreement or the Business Rules, any amendments or addendums hereof or Exhibits hereto.

12.2. **Severability.** The parties agree that each provision contained herein is material to each party's decision to enter into this agreement and therefore, this Agreement shall automatically terminate upon the issuance of a final judgment holding that any one or more of the provisions contained herein, or the application thereof to any person, entity, or circumstance, for any reason is invalid, illegal, or unenforceable in any respect, except for any provisions that this Agreement expressly states shall survive expiration or termination of this Agreement indefinitely (even if termination is due to a default or breach by Advent).

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12.4. **Attorneys' Fees** In the event of any suit, action or arbitration between Dealer and/or any of its Affiliates, on the one hand, and Advent and/or any of its Affiliates, on the other hand, including but not limited to any and all suits, actions or arbitrations to enforce this Agreement, any Business Rules, any Promotional Program or any provisions thereof, the prevailing party shall be entitled to recover its costs, expenses and reasonable attorneys' fees, at arbitration, at trial and on appeal, in addition to all other sums allowed by law. The provisions of this Section shall survive expiration or termination of this Agreement indefinitely (even if termination is due to a default or breach by Advent).

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**ADVENT SYSTEMS, INC.**

By: [Signature]  
Name: Douglas P. Reed  
Title: President

**DEALER**

Dealer Company Name: DST  
Street Address: 225 W. Cottonwood Ave  
City, State, Zip Code: Sandy UT 84070  
Facsimile Number: 801 225 6019  
(For Notice to Dealer pursuant to Section 16.10)

By: [Signature]  
Name: DeLo Lassig  
Title: President

[SIGNATURE PAGE OF INCENTIVIZED DEALER AGREEMENT]





**STATE OF UTAH  
DEPARTMENT OF COMMERCE**

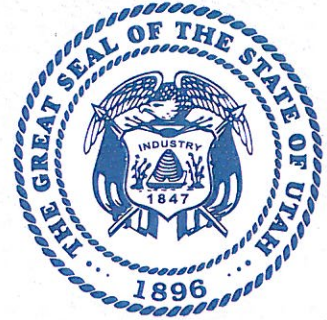
**DIVISION OF OCCUPATIONAL & PROFESSIONAL LICENSING**

**ACTIVE LICENSE**

**EFFECTIVE DATE:** 11/30/2010

**EXPIRATION DATE:** 03/31/2015

**ISSUED TO:** Professional Systems Technology, Inc.  
390 W 6500 S  
MURRAY UT 84107



**REFERENCE NUMBER(S), CLASSIFICATION(S) & DETAIL(S)**

**6374461-6501 Burglar Alarm Company**

  
\_\_\_\_\_  
SIGNATURE OF HOLDER







**STATE OF NEVADA  
CONTRACTOR'S LICENSE**



THIS IS TO CERTIFY THAT THE COMPANY OR PERSON LISTED BELOW IS  
LICENSED IN THE STATE OF NEVADA FOR THE CLASSIFICATION(S) SHOWN

**LICENSE#:** 0074909      **EXPIRES:** 5/31/2014  
PROFESSIONAL SYSTEMS TECHNOLOGY INC  
390 WEST 6500 SOUTH  
MURRAY, UT 84107

**LIMIT:** \$900,000  
**CLASS:** C-2D



**STATE OF NEVADA  
CONTRACTOR'S LICENSE**



THIS IS TO CERTIFY THAT THE COMPANY OR PERSON LISTED BELOW IS  
LICENSED IN THE STATE OF NEVADA FOR THE CLASSIFICATION(S) SHOWN

**LICENSE#:** 0074908      **EXPIRES:** 5/31/2014  
PROFESSIONAL SYSTEMS TECHNOLOGY INC  
390 WEST 6500 SOUTH  
MURRAY, UT 84107

**LIMIT:** \$900,000  
**CLASS:** C41C







## 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	Professional Systems Technology
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V2	Street Address	390 West 6500 South
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V3	City, State, ZIP	Murray, Utah 84107
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V4	Telephone Number	
	Area Code: 801	Number: 649-6696
		Extension:

V5	Facsimile Number	
	Area Code: 801	Number: 255-5039
		Extension:

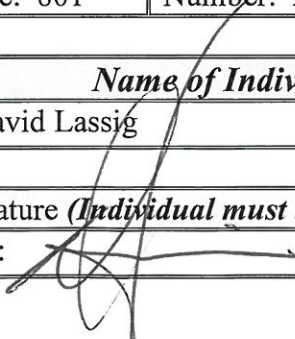
V6	Toll Free Number	
	Area Code:	Number:
		Extension:

V7	<b>Contact Person for Questions / Contract Negotiations, including address if different than above</b>	
	Name: David Lassig	
	Title: President	
	Address: 390 West 6500 South Murray, Utah 84107	
	Email Address: david.lassig@pstslc.com	

V8	Telephone Number for Contact Person	
	Area Code: 801	Number: 649-6696
		Extension:

V9	Facsimile Number for Contact Person	
	Area Code: 801	Number: 255-5039
		Extension:

V10	<b>Name of Individual Authorized to Bind the Organization</b>	
	Name: David Lassig	Title: President

V11	Signature ( <i>Individual must be legally authorized to bind the vendor per NRS 333.337</i> )	
	Signature: 	Date: July 3, 2013

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

V12	<b>Company Information</b>	
	Ownership (sole proprietor, partnership, etc.):	Corporation
	Legal Entity Name	Professional Systems Technology
	Nevada Business License Number (if applicable)	NV20091505728
	State of incorporation:	Utah
	Date of incorporation:	April 2005
	Number of years in business:	8
	Number of years performing Access Control Systems § 2.1.1:	26
	Number of years performing Burglar Alarm Systems § 2.2:2	26
	Number of years performing Closed Circuit Television (CCTV) § 2.3.3:	26
	List of top officers:	David Lassig, Greg Lassig,
	Location of company headquarters:	Salt Lake City, Utah

	<b>RFP Section</b>	<b>Question</b>	<b>Yes / No</b>	<b>Explanation</b>
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:	N/A
	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:	N/A	
	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:	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 (Statewide)	• Salt Lake City, UT	• 24

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





# ATTACHMENT E ~ REFERENCE INFORMATION FORM

<b>Reference #:</b>	1		
<b>Reference Name</b>	Central Utah Correctional Facility		
<b>Proposer Name:</b>	Professional Systems Technology		
<b>Project Name:</b>	Central Utah Correctional Facility		
<b>Service Categories Performed for this Reference</b>			
Access Control Systems	YES	NO	
Burglar Alarms	YES	NO	
Closed Circuit Television (CCTV)	YES	NO	
<b>Primary Contact Information</b>			
Name:	Joel White		
Street Address:	PO Box 550		
City, State, Zip	Gunnison, Utah 84634		
Phone, including area code:	435-851-3096		
Facsimile, including area code:			
Email address:	<a href="mailto:wjoelwhite@utah.gov">wjoelwhite@utah.gov</a>		
<b>Alternate Contact Information</b>			
Name:	N/A		
Street Address:			
City, State, Zip			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
<b>Project Information</b>			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	Various contracts ranging from \$10,000 to \$1,000,000.00. We have provided work for their fire alarm, closed circuit television, and PLC locking control.		
Original Project/Contract Start Date:	1989 – Present		
Original Project/Contract End Date:	Ongoing		
Original Project/Contract Value:	Varies		
Final Project/Contract Date:	Ongoing		
Was project/contract completed in time originally allotted, and if not, why not?	Ongoing		
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Ongoing		



# ATTACHMENT E ~ REFERENCE INFORMATION FORM

<b>Reference #:</b>	2		
<b>Reference Name</b>	Portneuf Medical Center		
<b>Proposer Name:</b>	Professional Systems Technology		
<b>Project Name:</b>	Portneuf Medical Center		
<b>Service Categories Performed for this Reference</b>			
Access Control Systems	YES	NO	
Burglar Alarms	YES	NO	
Closed Circuit Television (CCTV)	YES	NO	
<b>Primary Contact Information</b>			
Name:	Reed Worley		
Street Address:	777 Hospital Way		
City, State, Zip	Pocatello, Idaho 83201		
Phone, including area code:	208-251-9167		
Facsimile, including area code:			
Email address:	<a href="mailto:reedw@portmed.org">reedw@portmed.org</a>		
<b>Alternate Contact Information</b>			
Name:	Thomas Williams		
Street Address:	777 Hospital Way		
City, State, Zip	Pocatello, Idaho 83201		
Phone, including area code:	208-239-1000		
Facsimile, including area code:			
Email address:	<a href="mailto:thomasw@portmed.org">thomasw@portmed.org</a>		
<b>Project Information</b>			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	We have done work on their fire alarm, access control, closed circuit television and security system. We upgraded their existing systems as well as installed new systems to their facility.		
Original Project/Contract Start Date:	2009 – Present		
Original Project/Contract End Date:	Ongoing		
Original Project/Contract Value:	Varies		
Final Project/Contract Date:	Ongoing		
Was project/contract completed in time originally allotted, and if not, why not?	Ongoing		
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Ongoing		



# ATTACHMENT E ~ REFERENCE INFORMATION FORM

<b>Reference #:</b>	3		
<b>Reference Name</b>	Sweetwater County Jail		
<b>Proposer Name:</b>	Professional Systems Technology		
<b>Project Name:</b>	Sweetwater County Jail		
<b>Service Categories Performed for this Reference</b>			
Access Control Systems	YES	NO	
Burglar Alarms	YES	NO	
Closed Circuit Television (CCTV)	YES	NO	
<b>Primary Contact Information</b>			
Name:	Col. Rick Hawkins		
Street Address:	50140 South Highway 191		
City, State, Zip	Rock Springs, Wyoming 82901		
Phone, including area code:	307-352-4900		
Facsimile, including area code:			
Email address:	hawkinsr@sweet.wy.us		
<b>Alternate Contact Information</b>			
Name:	Sheriff Richard Haskell		
Street Address:	50140 South Highway 191		
City, State, Zip	Rock Springs, Wyoming 82901		
Phone, including area code:	307-352-4900		
Facsimile, including area code:			
Email address:			
<b>Project Information</b>			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	We upgraded their locking control system with a new PLC/ICOM/CCTV system. We also modified their fire alarm system and have done ongoing testing and inspecting.		
Original Project/Contract Start Date:	June 2013 – Present		
Original Project/Contract End Date:	Ongoing		
Original Project/Contract Value:	Varies		
Final Project/Contract Date:	Ongoing		
Was project/contract completed in time originally allotted, and if not, why not?	Ongoing		
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Ongoing		





## PROPOSED STAFF RESUME

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

<b>COMPANY NAME:</b>		Professional Systems Technology Inc.	
<b>E Contractor</b>		<b>Subcontractor</b>	
<b>Name:</b>	David Lassig		<b>E Key Personnel</b>
<b>Classification:</b>	Fire Alarm, CCTV	<b># of Years in Classification:</b>	25
<b>Brief Summary: of Experience:</b>	I have been in the low voltage industry permanently since 1988 I worked for my father in the industry through High School and College since 1984. My father retired and I started PST with Greg Lassig and Chris McBride in 2005.		
<b># of Years with Firm:</b>	8 Years		
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>			
<b>Required Information:</b>  <b>MMYYYY to Present:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		1989 – Present Pelco, FLIR, EST, AXIS, AMAG Central Utah Correctional Facility Joel White PO Box 550 Gunnison, UT 84634 <a href="mailto:wjoelwhite@utah.gov">wjoelwhite@utah.gov</a> Installer, Project Manager, Owner Project details and durations have varied over the years from 6 months to 2-5 years.	
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		2009 – Present EST, Vicon, Software House Portneuf Medical Center Tom Williams 777 Hospital Way, Pocatello, ID 83201 <a href="mailto:thomasw@portmed.org">thomasw@portmed.org</a> Sales, Owner The hospital had an addition and renovation. PST added replaced and maintained existing systems.	
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		2004 – 2006, 2012 – Present Pelco, AXIS, OnSSI, Intellisite Sweetwater County Detention Center Colonel Rick Hawkins 50140 S. Highway 191, Rock Springs, WY 82901-5797 <a href="mailto:hawkinsr@sweet.wy.us">hawkinsr@sweet.wy.us</a> Sales, Owner, PST provided needed upgrades to an existing and outdated systems.	
<b>EDUCATION</b>			
<b>Institution Name:</b> <b>City:</b> <b>State:</b> <b>Degree/Achievement:</b> <b>Certifications:</b>		College of Eastern Utah Price Utah None/ 2 years NICET Certified	
<b>REFERENCES</b>			

*Minimum of three (3) required, including name, title, organization, phone number, fax number and email address*

Dennis Sorensen: Warden, Central Utah  
Correctional Facility (435) 528-3050, (435) 528-  
6049 fax, [dsorensen@utah.gov](mailto:dsorensen@utah.gov)

Roy Barraclough: Administrator, Canyonlands  
Care Center (435) 719-4400 Ext. 4416,  
[roy.barraclough@cccmoab.org](mailto:roy.barraclough@cccmoab.org)

Rick Hawkins: Colonel, Sweetwater County  
Detention Center (307) 352-4900  
[hawkinsr@sweet.wy.us](mailto:hawkinsr@sweet.wy.us)



## PROPOSED STAFF RESUME

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

<b>COMPANY NAME:</b>	Professional Systems Technology		
<b>Contractor</b>		<b>Subcontractor</b>	
<b>Name:</b>	Rex Petersen		<b>Key Personnel</b>
<b>Classification:</b>	Security	<b># of Years in Classification:</b>	18
<b>Brief Summary: of Experience:</b>	Technician, project manager, specialized in locking control, access control, video surveillance (CCTV) and nurse call.		
<b># of Years with Firm:</b>	6		
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>			
<b>Required Information:</b>  <b>MMYYYY to Present:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>	June 2012 – Present Slate Canyon Youth Center 1991 South State Street Provo, UT 84606 801-342-7840 Noela Karza <a href="mailto:nkarzw@utah.gov">nkarzw@utah.gov</a> Project manager/lead tech/programmer Replace locking control system with new PLC/ICOM/CCTV		
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>	June 2013 – Present Sweetwater County Jail 50140 South Highway 191 Rock Springs, WY 82901 Col. Rick Hawkins 307-352-4900 <a href="mailto:hawkinsr@sweet.wy.us">hawkinsr@sweet.wy.us</a> Project manager/lead tech/programmer Replace locking control system with new PLC/ICOM/CCTV		
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>	2009-2011 Portneuf Medical Center 777 Hospital Way Pocatello, ID 83201 208-239-1000 Reed Worley <a href="mailto:reedw@portmed.org">reedw@portmed.org</a> Project manager over access/CCTV, lead tech/programmer. Added 250 doors of access control, 100 cameras to existing system		
<b>EDUCATION</b>			
<b>Institution Name:</b> <b>City:</b> <b>State:</b> <b>Degree/Achievement:</b> <b>Certifications:</b>	Alta High School Sandy, UT High School Graduate Factory Certified on: GE Facility Commander, Softwarehouse 800, American Dynamics CCTV, FLIR Thermal Camera Systems, West Call Nurse Call, ONSSI, OSSI/MASC, Genetech, Pelco, EST-3		
<b>REFERENCES</b>			
<b>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</b>	Jill Colvin (801)514-5913: <a href="mailto:jcolvin@utah.gov">jcolvin@utah.gov</a> Col. Rick Hawkins (307) 352-4900: see above Capt. Joel White (435) 528-6405 <a href="mailto:wjoelwhite@utah.gov">wjoelwhite@utah.gov</a>		



## PROPOSED STAFF RESUME

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

<b>COMPANY NAME:</b>		Professional Systems Technology	
<b>Contractor</b>		<b>Subcontractor</b>	
<b>Name:</b>	Andy Nielsen		<b>Key Personnel</b>
<b>Classification:</b>	Fire Alarm	<b># of Years in Classification:</b>	29
<b>Brief Summary: of Experience:</b>	Technician, project management, service management, sales		
<b># of Years with Firm:</b>	7		
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>			
<b>Required Information:</b>		2009 – Present	
<b>MMYYYY to Present:</b>		Portneuf Medical Center	
<b>Vendor Name:</b>		777 Hospital Way	
<b>Client Name:</b>		Pocatello, ID 83201	
<b>Client Contact Name:</b>		Thomas Williams	
<b>Client Address, Phone Number, Email:</b>		208-239-1000	
<b>Role in Contract/Project:</b>		Fire Alarm Systems, 20 plus years	
<b>Details and Duration of Contract/Project:</b>		Project manager, technician, programmer, service	
<b>Required Information:</b>		2012 – Present	
<b>MMYYYY to MMYYYY:</b>		Associated Foods	
<b>Vendor Name:</b>		1850 West 2550 North	
<b>Client Name:</b>		Farr West, UT 84404	
<b>Client Contact Name:</b>		Tony Merrill	
<b>Client Address, Phone Number, Email:</b>		801-786-8740	
<b>Role in Contract/Project:</b>		Fire Alarm System Installation	
<b>Details and Duration of Contract/Project:</b>		Project manager, technician, programmer, service	
<b>Required Information:</b>		2004-2006	
<b>MMYYYY to MMYYYY:</b>		Retail Properties of America, Gateway Center	
<b>Vendor Name:</b>		18 North Rio Grande Street	
<b>Client Name:</b>		Salt Lake City, UT 84101	
<b>Client Contact Name:</b>		Dave Fair	
<b>Client Address, Phone Number, Email:</b>		801-456-0009	
<b>Role in Contract/Project:</b>		Fire Alarm System	
<b>Details and Duration of Contract/Project:</b>		Installation and service	
<b>EDUCATION</b>			
<b>Institution Name:</b>		University of Utah Salt Lake City, Utah Bachelor of Arts Certifications: NICET, EST, Silent Knight, Factory Certifications	
<b>City:</b>			
<b>State:</b>			
<b>Degree/Achievement:</b>			
<b>Certifications:</b>			
<b>REFERENCES</b>			
<b>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</b>		Millard School District: Kendall 435-864-1056 Idaho State University: Ian Pitcher 208-320-9894 Payne Engineering: Todd Payne 208-232-4439	



## PROPOSED STAFF RESUME

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

<b>COMPANY NAME:</b>		Professional Systems Technology	
<b>Contractor</b>		<b>Subcontractor</b>	
<b>Name:</b>	Chris McBride		<b>Key Personnel</b>
<b>Classification:</b>	Fire Alarm, Security	<b># of Years in Classification:</b>	
<b>Brief Summary: of Experience:</b>	I have functioned as a project manager and operations manager with duties ranging from overseeing every aspect of installation to managing ten project managers.		
<b># of Years with Firm:</b>	8		
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>			
<b>Required Information:</b>  <b>MMYYYY to Present:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		2009 – Present EST Portneuf Medical Center Tom Williams 777 Hospital Way, Pocatello, ID 83201 <a href="mailto:thomasw@portmed.org">thomasw@portmed.org</a> Fire Alarm replacement and new hospital addition	
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		1999-2009 EST Central Utah Correctional Facility Joel White PO Box 550 Gunnison, UT 84634 <a href="mailto:wjoelwhite@utah.gov">wjoelwhite@utah.gov</a> Fire Alarm replacement and continued service contract	
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		1999 – Present EST Box Elder School District Jim Christensen 960 S. Main Brigham City, UT 84302 <a href="mailto:Jim.christensen@besd.net">Jim.christensen@besd.net</a> New school installations, retrofit existing schools with fire alarm	
<b>EDUCATION</b>			
<b>Institution Name:</b> <b>City:</b> <b>State:</b> <b>Degree/Achievement:</b> <b>Certifications:</b>		Utah State University Logan, Utah 2 years attendance (no degree attained)	
<b>REFERENCES</b>			

*Minimum of three (3) required, including name, title, organization, phone number, fax number and email address*

Thomas Moore: Campus Operations BYU Idaho  
208-206-2688 [mooret@byui.edu](mailto:mooret@byui.edu)  
Jim Christensen: Bear River School District 435-  
230-0842 [jim.christensen@besd.net](mailto:jim.christensen@besd.net)  
Joel White: Central Utah Correctional Facility  
435-851-3096 [wjoelwhite@utah.gov](mailto:wjoelwhite@utah.gov)

## PROPOSED STAFF RESUME

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

<b>COMPANY NAME:</b>	Professional Systems Technology		
<b>Contractor</b>		<b>Subcontractor</b>	
<b>Name:</b>	Brad Wolvington		<b>Key Personnel</b>
<b>Classification:</b>	Fire Alarm, Security	<b># of Years in Classification:</b>	17
<b>Brief Summary: of Experience:</b>	Installation of fire alarm, access control, security systems and cctv		
<b># of Years with Firm:</b>	7 years		
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>			
<b>Required Information:</b>  <b>MMYYYY to Present:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		CUCF 7/5/2006 to present Joel White 255 North 300 East Gunnison, UT maintenance of fire alarm, upgrade access control, install cameras	
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		Tower 5 8/2009-present Rick Nelson 100 South 33 East SLC, UT Install fire alarm systems	
<b>Required Information:</b>  <b>MMYYYY to MMYYYY:</b> <b>Vendor Name:</b> <b>Client Name:</b> <b>Client Contact Name:</b> <b>Client Address, Phone Number, Email:</b> <b>Role in Contract/Project:</b> <b>Details and Duration of Contract/Project:</b>		World Trade Center 3/06-present Mark Warner 70 East S Temple SLC, UT Install fire alarm, maintain fire alarm, service work	
<b>EDUCATION</b>			
<b>Institution Name:</b> <b>City:</b> <b>State:</b> <b>Degree/Achievement:</b> <b>Certifications:</b>	University of Phoenix Murray UT Master of Educational Counseling		
<b>REFERENCES</b>			
<b>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</b>		Mark Warner, Bld Engineer, UPMA, 801-971-5469. Ben Reschke, Security Eng, Gateway, 801-633-0915. Yousef Abouzel of, UPMA, 801-450-3142	





## 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	STF ELECTRICAL SERVICES, INC.
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V2	Street Address	2270 S. MAIN STREET
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V3	City, State, ZIP	SALT LAKE CITY, UT 84115
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V4	Telephone Number	
	Area Code: 801	Number: 412-0921 Extension:

V5	Facsimile Number	
	Area Code: 801	Number: 412-0923 Extension:


V6	Toll Free Number	
	Area Code:	Number: Extension:

V7	<b>Contact Person for Questions / Contract Negotiations, including address if different than above</b>	
	Name: RANDY FACKRELL	
	Title: PROJECT MANAGER	
	Address: 2270 S. MAIN STREET SALT LAKE CITY, UT 84115	
	Email Address: randy@stfelectric.com	

V8	Telephone Number for Contact Person	
	Area Code: 801	Number: 412-0921 Extension:

V9	Facsimile Number for Contact Person	
	Area Code: 801	Number: 412-0923 Extension:

V10	<b>Name of Individual Authorized to Bind the Organization</b>	
	Name: STEVE FORSBERG	Title: PRESIDENT

V11	Signature ( <i>Individual must be legally authorized to bind the vendor per NRS 333.337</i> )	
	Signature: 	Date: 7-3-13

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

V12	Company Information	
	Ownership (sole proprietor, partnership, etc.):	CORPORATION
	Legal Entity Name	STF ELECTRICAL SERVICES, INC.
	Nevada Business License Number (if applicable)	NA
	State of incorporation:	UT
	Date of incorporation:	2-12-02
	Number of years in business:	11
	Number of years performing Portable Fire Extinguisher services § 2.1:	NA
	Number of years performing Fire Extinguishing Systems services § 2.2:	NA
	Number of years performing Fire Sprinkler Systems services § 2.3:	NA
	Number of years performing Fire Alarm/Protection Signaling Systems services § 2.4:	11
	List of top officers:	STEVE FORSBERG, TROY FORSBERG
	Location of company headquarters:	SALT LAKE CITY, UT

V13	RFP Section	Question	Yes / No	Explanation
	4.3.2.1	Is "Legal Entity Name" the same name as vendor is doing business as? If no, provide explanation	Y	
	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?	N	
	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?	Y	

**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:	NA
	State agency contact name:	
	Dates when services were performed:	
	Type of duties performed:	
Total dollar value of the contract:		

V15	Vendor 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:	NA	
	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:	<b>Court</b>	<b>Case Number</b>
	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 / Region proposed	Primary Service Office Location for this area	Number of staff dedicated to this area
	<i>Example: Nationwide (All areas allowed in RFP)</i>	<ul style="list-style-type: none"> <li>NW region: Seattle, WA</li> <li>SW region: Las Vegas, NV</li> <li>Southern region: Dallas, TX</li> <li>Etc.</li> </ul>	<ul style="list-style-type: none"> <li>NW - 100</li> <li>SW - 150</li> <li>Southern - 75</li> <li>Etc.</li> </ul>
	<i>Example: Nevada (Statewide)</i>	<i>Example: Sparks, NV</i>	<i>Example: 50</i>
	<i>Example: Portland Metro Area, Oregon</i>	<i>Example: Wilsonville Oregon</i>	<i>Example: 15</i>
	<i>Example: Muskogee County, Oklahoma</i>	<i>Example: Muskogee, Oklahoma</i>	<i>Example: 8</i>

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



## ATTACHMENT E ~ REFERENCE INFORMATION FORM

<b>Reference #:</b>	1	
<b>Reference Name</b>	BLAKE WESTBROEK	
<b>Vendor Name:</b>	OKLAND CONSTRUCTION	
<b>Project Name:</b>	SALT LAKE COMMUNITY COLLEGE INSTRUCTIONAL & ADMIN BLDG	
<b>Service Categories Performed for this Reference</b> (Circle appropriate answer)		
Portable Fire Extinguishers	YES	NO X
Fire Extinguishing Systems	YES	NO X
Fire Sprinkler Systems	YES	NO X
Fire Alarm/Protective Signaling Systems	YES X	NO
<b>Primary Contact Information</b>		
Name:	BLAKE WESTBROEK	
Street Address:	1978 S. WEST TEMPLE	
City, State, Zip	SALT LAKE CITY, UT 84115	
Phone, including area code:	801-486-0144	
Facsimile, including area code:	801-486-7570	
Email address:	blake.westbroek@okland.com	
<b>Alternate Contact Information</b>		
Name:	SCOTT WALTERS	
Street Address:	1978 S. WEST TEMPLE	
City, State, Zip	SALT LAKE CITY, UT 84115	
Phone, including area code:	801-486-0144	
Facsimile, including area code:	801-486-7570	
Email address:	scott.walters@okland.com	
<b>Project Information</b>		
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	College campus administration & classroom building with fire alarm and smoke control. 150,000 s.f. building with complex F/A system.	
Original Project/Contract Start Date:	March 1, 2012	
Original Project/Contract End Date:	August 15, 2013	
Original Project/Contract Value:	\$2,703,625.00	
Final Project/Contract Date:	\$2,732,865.00	
Was project/contract completed in time originally allotted, and if not, why not?	YES	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	YES	

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



## ATTACHMENT E ~ REFERENCE INFORMATION FORM

<b>Reference #:</b>	2	
<b>Reference Name</b>	Lee Baumann	
<b>Vendor Name:</b>	CRC CONSTRUCTION	
<b>Project Name:</b>	TOSH TENANT FINISH 2ND FLOOR	
<b>Service Categories Performed for this Reference</b> (Circle appropriate answer)		
Portable Fire Extinguishers	YES	NO X
Fire Extinguishing Systems	YES	NO X
Fire Sprinkler Systems	YES	NO X
Fire Alarm/Protective Signaling Systems	YES X	NO
<b>Primary Contact Information</b>		
Name:	CRC CONSTRUCTION	
Street Address:	7011 S. 700 W.	
City, State, Zip	MIDVALE, UT 84047-1021	
Phone, including area code:	801-568-3545	
Facsimile, including area code:	801-568-5104	
Email address:	lee@crconstruction.com	
<b>Alternate Contact Information</b>		
Name:	ROBERT STEPHENS	
Street Address:	7011 S. 700 W.	
City, State, Zip	MIDVALE, UT 84047-1021	
Phone, including area code:	801-568-3545	
Facsimile, including area code:	801-568-5104	
Email address:	robert@crconstruction.com	
<b>Project Information</b>		
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	Doctor's office tenant finish, modified existing fire alarm system, added several devices. Added power supply tied into existing FA system.	
Original Project/Contract Start Date:	January 2013	
Original Project/Contract End Date:	April 2013	
Original Project/Contract Value:	\$23,252.00	
Final Project/Contract Date:	\$26,289.00	
Was project/contract completed in time originally allotted, and if not, why not?	YES	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	YES	

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





## ATTACHMENT E ~ REFERENCE INFORMATION FORM

<b>Reference #:</b>	3		
<b>Reference Name</b>	DAN SLAUGHTER		
<b>Vendor Name:</b>	COPPER VALLEY CONSTRUCTION		
<b>Project Name:</b>	MOUNTAIN AMERICA CREDIT UNION		
<b>Service Categories Performed for this Reference</b> (Circle appropriate answer)			
Portable Fire Extinguishers	YES	NO	X
Fire Extinguishing Systems	YES	NO	X
Fire Sprinkler Systems	YES	NO	X
Fire Alarm/Protective Signaling Systems	YES	X	NO
<b>Primary Contact Information</b>			
Name:	DAN SLAUGHTER		
Street Address:	8527 WELBY FARM ROAD		
City, State, Zip	WEST JORDAN, UT 84088		
Phone, including area code:	801-280-6105		
Facsimile, including area code:	801-280-8609		
Email address:	coppervalley2000@gmail.com		
<b>Alternate Contact Information</b>			
Name:	RUF E EGAN		
Street Address:	8527 WELBY FARM ROAD		
City, State, Zip	WEST JORDAN, UT 84088		
Phone, including area code:	801-280-6105		
Facsimile, including area code:	801-280-8609		
Email address:	recoppervalley@yahoo.com		
<b>Project Information</b>			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	Full electrical scope consisting of power, lighting, security and fire alarm. Furnished & installed all raceway & wiring for low voltage class A fire alarm.		
Original Project/Contract Start Date:	SEPTEMBER 1, 2012		
Original Project/Contract End Date:	MARCH 5, 2013		
Original Project/Contract Value:	\$124,310.00		
Final Project/Contract Date:	\$146,518.00		
Was project/contract completed in time originally allotted, and if not, why not?	YES		
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	YES		

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









## 4.3.3 Technical Proposal

### 4.3.3.1 Response to Scope of Work

#### Category 3 – Closed Circuit Television Systems (CCTV)

- 2.1.3.1 All Aspects of CCTV Services
  - 2.1.3.1.1 Consulting
    - PST will provide consulting services to facilities on an as needed basis.
  - 2.1.3.1.2 Inspections as Required by the Using Agency
    - All inspections will be provided as per the requirements of the using agency. PST will provide detailed reports to the project manager of the using agency in the format specified.
  - 2.1.3.1.3 Installation of New Systems
    - PST will thoroughly inspect the project and/or plans and refer our quote based upon the needs of the using agency. PST will then provide pricing on the project to be installed. As part of the quote PST will provide a tentative schedule for installation.
    - Once awarded the project, the project will be mobilized with-in 2 days of notice to proceed. If requested, a performance bond will be provided within 10 days and certificates of insurance within 3 days. A complete construction and manpower plan will be provided within 5 days of notice to proceed. Project foreman will be assigned within 4 days with associated internal "kickoff" meeting.
    - PST's project foreman will work with the using agency to ensure a complete and operational system is provided. Once PST's proposed plans are approved by the using agency, material will ship in a timely manner to the jobsite. PST will install all rough in and wire and then install all the devices. We will then proceed to test and inspect all aspects of the system. We will schedule a final project completion and acceptance test with the using agency.
    - Once the project is complete and accepted, PST will provide final as-built documentation, maps, reports, and back-up software of the program.
  - 2.1.3.1.4 Replacement or Upgrade of Systems
    - PST will thoroughly inspect the existing facility and refer to any existing documentation of the system that the facility might have. PST will then verify functionality of the existing system. PST will then design and provide a quote to replace the system based upon the using agency

requirements. As part of the quote PST will provide a tentative schedule for installation.

- Once awarded the project, the project will be mobilized with-in 2 days of notice to proceed. If requested, a performance bond will be provided within 10 days and certificates of insurance within 3 days. A complete construction and manpower plan will be provided within 5 days of notice to proceed. Project foreman will be assigned within 4 days with associated internal "kickoff" meeting.
- PST's project foreman will work with the using agency to ensure the new system is replaced in a timely manner to prohibit the facility being without coverage. PST will provide a complete and operational system. Once PST's proposed plans are approved by the using agency, material will ship in a timely manner to the jobsite. PST will replace or upgrade the existing system as required by the using agency. PST will install rough in and wire and then install all the devices. We will then proceed to test and inspect all aspects of the system according to the using agency. We will schedule a final project completion and acceptance test with the using agency.
- Once the project is complete and accepted, PST will proceed to demolish the old system and return any equipment that the using agency would like to keep back to the state project manager. PST will provide final as-built documentation, maps, reports, and back-up software of the program.

○ 2.1.3.1.5 Removal of Existing Systems

- PST will work with the using agency to remove the existing system and repair any damage to the facility if required. PST will proceed to return any equipment that the using agency would like to keep back to the state project manager. PST will work with the using agency to remove any licenses/instances on VMS software.

○ 2.1.3.1.6 Maintenance and Repair (including emergency repairs) of Systems

- PST will thoroughly inspect the existing facility and refer to any existing documentation of the system that the facility might have. If needed PST will test the functionality of the existing system to verify any special functions the system may have. All maintenance will be quoted and provided per the using agency requirements. As part of the maintenance quote PST will provide a tentative schedule for maintenance to be provided.
- Emergency repairs will be prioritized and dispatched on an as needed basis and PST technicians will come prepared to get the system operational immediately.
- PST will follow the outlined response format as stated in the RFP and the needs of the using agency.

- 2.1.3.1.7 Integration of Various Systems
  - PST has extensive knowledge and experience in integrating different types of low voltage systems.
  - PST will thoroughly inspect the existing facility and refer to any existing documentation of the system that the facility might have. PST will evaluate the functionality needed by the using agency and based upon the systems that are in place will provide a quote for the integrated system.
- 2.1.3.1.8 Related Equipment & Miscellaneous Items
  - Unless otherwise noted by the using agency, PST will always include all related wire, material, labor, miscellaneous parts and pieces, and conduit as required to provide a complete and operational system.

#### 4.3.3.2 Reporting

- Professional Systems Technology (PST) would normally provide a test and inspection form, however, section 2.1 of the RFP states that this proposal doesn't include inspections. PST would still provide for the job the following items: as-built drawings (if drawings are made available), fire alarm maps, device lists, certificate of completion, and a warranty report for any new system installed. If a new system is installed, we can provide a test and inspection if required.



### 4.3.3.3 Company Background/History

#### **Statements of Qualifications**

Legal Business Name:	Professional Systems Technology, Inc.
Doing Business As:	PST
Business Entity:	Corporation
Management:	David Lassig, President/Officer Greg Lassig, Vice President/Officer
Physical Address:	390 West 6500 South Murray, Utah 84107
Contact Information:	(801) 649-6696 Office (801) 255-5039 Fax <a href="http://www.pstslc.com">www.pstslc.com</a>
Federal Tax ID:	20-2716012

Professional Systems Technology (PST) is a privately held corporation dedicated to promoting efficiency, safety and peace of mind in the workplace. We design, service, engineer and install security, life safety, mass notification and various audio visual systems.

PST offers products and services that provide state of the art communication, early detection, warning, life safety and security. PST is uniquely qualified to integrate multiple electronic systems to function as one. This integration capability extends to our working relationship with our customers.

#### ***PST specializes in the following markets:***

- Detention Facilities
- Hospital and Health Care
- Churches and Government
- Education
- Commercial/Retail/Financial

#### ***The systems we design and install include the following:***

- Nurse Call Systems
- Locking Control
- Fire Detection and Alarm
- Video Surveillance
- Access Control Systems
- Security Systems
- Intercom Systems
- Audio/Video Conferencing
- MATV and TV Distribution
- Emergency Evacuation Systems
- Sound Systems
- Mass Notification Systems

Professional Systems Technology, Inc. 390 West 6500 South Murray, UT 84107  
Phone (801)649-6696 Fax (801)255-5039



- Audio/Visual and Control Systems
- Radio Frequency Identification

### ***The Best in the Business***

The most important assets of any security integration company are sales, account managers, technical, service, and operations people associated with that company. The experienced personnel on our team represent the best in the business. The team at PST has the background and knowledge to provide you with the best possible experience in implementing technologies to meet your communication goals. We offer full design, integration and support services for a wide range of products and systems tailored to your application.



**David Lassig, President** (Founder 4/05)

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David has been in this industry since 1984 and has been involved in all levels of the business from warehouse to installation and sales to operations. He was literally raised in this industry. David is licensed to provide services in Utah, Idaho, Washington, Wyoming, and Nevada. He maintains up to date licensing and NICET certification in fire. He is trained and certified with the premier distributors for most industry leading technologies and vendors.

David has an exceptional knowledge of the low voltage market for Salt Lake City, the surrounding area and most Western States. He has particular expertise in the area security for detention facilities. He also has exceptional expertise in the hospital and health care markets.



**Greg Lassig, Vice President** (Founder 4/05)

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Greg has more than 20 years of experience with Fire Alarm systems, Security, CCTV, TV, Sound and Intercommunication systems. He maintains up to date licensing and NICET certification in fire. He also is EST certified. As a result, few people are able to equal Greg's abilities in the fire systems arena. His experience includes sales, design, installation, and project management.



**Chris McBride, VP Installation** (Founder 4/05)

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Chris is PST's VP of installation and project management. He has many years of experience with low voltage systems. His experience includes all facets of system design installation and integration. Chris maintains up to date licensing, holds NICET certification in fire, and is also EST3 certified.



**Andy Nielsen, Service Manager**

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Andy Nielsen has more than 20 years of experience when it comes to the low voltage industry. He maintains up to date licensing, is NICET level one certified in fire, and also holds licensing for EST3. Some projects that Andy has been the lead designer on include the following: Portneuf Medical Center, Delta High School, Delta High School Auxiliary Gymnasium, various projects at Idaho State University, as well as the Associated Foods Warehouse.

#### 4.3.3.4 Time Performing Comparable Projects

- PST started in 2005 and has been doing similar projects since the company's incorporation. Those employed by PST have been doing comparable work for the past 30+ years.







**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 Professional Systems Technology Inc.

State Proposing on: Utah

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F)      \$65.00/Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F)      \$98.00/Hour

Weekend/Holiday Hours      \$125.00/Hour

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

- a. Electrical work, if needed, normal business hour rate: \$60.00/Hour
- b. Electrical work, if needed, after-hours rate: \$90.00/Hour
- c. Electrical work, if needed, weekend/holiday rate: \$120.00/Hour
- d.
- e.

Warranty/maintenance/service done by: Professional Systems Technology, Inc.

Contact name and phone number: David Lassig or Andy Nielsen (801) 649-6696

Response time for repairs during warranty period: For major system outages we will provide a 4 hour response time. For all other warranty repairs we will provide a 24 hour response time.

Response time for repairs after warranty period: For major system outages we will provide a 4 hour response time. For all other warranty repairs we will provide a 24 hour response time.

Emergency response time: For major system outages we will provide a 3 hour response time. For all other emergency repairs we will provide a 8 hour response time.

Non-emergency response time: For all non-emergency system outages we will provide a 48 hour response time.

(Attach additional sheets if necessary)

**Estimated Completion Date:**

Indicate the estimated completion date for any project with an estimated cost of \$100,000.00 or more. Dependent upon scope of work, job location, occupancy and work hours of facility where work is being performed. A project schedule will be developed with the co-operation of facilities management and agreed upon by all parties before work begins.

## **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 Professional Systems Technology Inc.

State Proposing on: Utah

Hourly rate for telephone consultation only \$65.00/Hour

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$65.00/Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$98.00/Hour

Weekend/Holiday Hours \$125.00/Hour

Costs for Maintenance and Monitoring \$/Month

Materials percentage mark-up  
(Receipts for materials may be required by using  
agency to be submitted with invoice) 15%

Other cost  
(Provide detail) Travel Cost Reimbursement as per  
current Government Per Diem  
Schedule for food and lodging:  
\$0.50/mile

Other cost  
(Provide detail)

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**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

\_\_\_\_\_

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.

Professional Systems Technology

Company Name

Signature

David Lassig

Print Name

July 3, 2013

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







