

City Council Agenda Items  
and  
Contracts, Leases or Agreements

11/5/2013

City Council Meeting Date  
Agenda Items Only

Chris Doughty IT Finance and Internal Services  
**Submitted By** **Division** **Department**

**Action Required:**

A resolution awarding the purchase of an access control system for the first three phases, per RFP 13-11, including the (1) Fayetteville Police Department for \$61,629, (2) Solid Waste and Recycling Division for \$44,851, and (3) Airport for \$7,904 to Royal Communications, Inc. in addition to a project contingency in the amount of 10% and associated portal cost for each department. (10% Project contingency adds the following: Police \$6,162.90; Solid Waste \$4,485.10; Airport \$790.40).

\$	71,235.00	\$	157,611.00	PD Federal Forfeitures
\$	50,833.10	\$	50,834.00	Solid Waste
\$	8,694.40	\$	-	D810 - Aviation
	Cost of this request		Category / Project Budget	Program Category / Project Name
	1010.2920.5801.00	\$	24,934.94	Forfeitures
	5500.5080.5801.00	\$	-	Solid Waste
	5550.3960.5801.00	\$	-	Airport Capital Exp
	Account Number		Funds Used to Date	Program / Project Category Name
	33046.6001	\$	132,676.06	General
	13030.6001	\$	50,834.00	Solid Waste Fund
	13030.6001	\$	-	Airport
	Project Number		Remaining Balance	Fund Name

Budgeted Item

Budget Adjustment Attached

Paul A. Behm 10-18-2013 Previous Ordinance or Resolution # \_\_\_\_\_  
Department Director Date

[Signature] 10-21-13 Original Contract Date: \_\_\_\_\_  
City Attorney Date Original Contract Number: \_\_\_\_\_

Paul A. Behm 10-21-2013  
Finance and Internal Services Director Date

Received in City Clerk's Office 10-18-13 P04:35 RCVD  
[Signature]

Paul A. Behm for Don Marr 10-22-2013  
Chief of Staff Date

Received in Mayor's Office  
ENT 10/21/13  
[Signature]

[Signature] 10/22/13  
Mayor Date

Comments:



www.accessfayetteville.org

**CITY COUNCIL AGENDA MEMO**

**To:** Mayor Lioneld Jordan & Fayetteville City Council

**Thru:** Paul A. Becker, Finance and Internal Services Director *PAB*.

**From:** Chris Doughty, Systems Engineer

**Date:** Friday, October 18, 2013

**Subject:** RFP 13-11, Access Control and Security System – Phases 1-3

**PROPOSAL:**

It is the desire of the City to begin moving toward the goal of having a single access control and security platform for all facilities. The City solicited competitive proposals from firms, via RFP 13-11, capable of providing a S2 system, with the capability of expanding and incorporating all city facilities. This new access control and security system has the features and interoperability desired for this type of system and provides integration into the existing systems currently owned by the City.

The City advertised, requesting proposals from firms capable of providing the access control and security system in July. Proposals were received in August 2013. A total of three firms responded. The selection committee voted in favor of recommending a contract to Royal Communications, Inc.

**RECOMMENDATION:**

This resolution will approve the first three phases of work, which includes new or added access control and security system at the Fayetteville Police Department (multiple locations), Solid Waste & Recycling Division, and the Airport. The new S2 system will give these departments increased security and flexibility for access control and security needs.

This item does not include portal charges; however, portal charges will be paid in the amount of \$7,186 which will be divided up among multiple departments and divisions based on their needs for an access control and security system.

**BUDGET IMPACT:**

A combined budget adjustment is included to cover expenses for the Police Department, Solid Waste and Recycling, Airport, and Building Maintenance (Building Maintenance for portal expenses only).

City of Fayetteville, Arkansas RFP 13-11, Access Control & Security System Cost Allocation Summary: Phases 1-3						
Phase	Location	Base Price per RFP	Total Portal Cost	Contingency (10% of base price)	Base price w/10% Cont. (with contingency, no portals)	Maximum Cost (Base + Cont + Portals)
1	Police Department	\$ 61,629.00	\$ 3,443.10	\$ 6,162.90	\$ 67,791.90	\$ 71,235.00
2	Solid Waste & Recycling	\$ 44,851.00	\$ 1,497.00	\$ 4,485.10	\$ 49,336.10	\$ 50,833.10
3	Airport	\$ 7,904.00	\$ -	\$ 790.40	\$ 8,694.40	\$ 8,694.40
N/A	Building Maintenance (portals only)	\$ -	\$ 2,245.90	\$ -	\$ -	\$ 2,245.90

**RESOLUTION NO. \_\_\_\_\_**

A RESOLUTION AUTHORIZING THE FIRST THREE PHASES OF RFP #13-11 WITH ROYAL COMMUNICATIONS, INC. FOR ACCESS CONTROL SYSTEM INSTALLATION FOR THE POLICE DEPARTMENT, SOLID WASTE AND RECYCLING AND FAYETTEVILLE EXECUTIVE AIRPORT-DRAKE FIELD, AUTHORIZING A TEN PERCENT (10%) PROJECT CONTINGENCY, AND APPROVING A BUDGET ADJUSTMENT

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF FAYETTEVILLE, ARKANSAS:**

Section 1: That the City Council of the City of Fayetteville, Arkansas hereby authorizes the first three phases of RFP #13-11 with Royal Communications, Inc. for access control system installation for the Police Department, Solid Waste and Recycling and Fayetteville Executive Airport-Drake Field, and further authorizes a ten percent (10%) project contingency.

Section 2: That the City Council of the City of Fayetteville, Arkansas hereby approves a budget adjustment, a copy of which is attached to this Resolution as Exhibit "A".

**PASSED and APPROVED** this 5<sup>th</sup> day of November, 2013.

APPROVED:

ATTEST:

By: \_\_\_\_\_  
**LIONELD JORDAN**, Mayor

By: \_\_\_\_\_  
**SONDRA E. SMITH**, City Clerk/Treasurer

**City of Fayetteville, Arkansas  
Budget Adjustment Form**

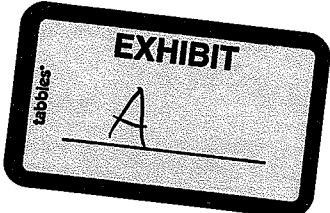
<b>Budget Year</b> 2013	Division: Finance Director Department: Finance Director	<b>Request Date</b> 11/5/2013	<b>Adjustment Number</b>
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**BUDGET ADJUSTMENT DESCRIPTION / JUSTIFICATION**

To provide for an access control and camera monitoring software upgrade as part of the overall security system upgrades project across City Divisions. The upgrade will change the existing software to the same as being proposed for other City departments so that any City employee security access device, such as those used by Police and Fire Departments may be authorized for access to the airport.

Requestor	Prepared By: <u>Kevin Springer</u>	<i>Springer, Kevin</i>	
	Legistar: <u>2013-0126</u>	<u>11/5/2013</u>	
Division Head	Budget & Research Use Only		
	Type:    A    B    C    D    E    P		
Budget Director	General Ledger Date		
	Posted to General Ledger	Initial	Date
	Checked / Verified	Initial	Date

Account Name	Account Number		TOTAL BUDGET ADJUSTMENT		Project.Sub Number
			Increase / (Decrease)		
			Expense	Revenue	
Fixed assets	5550.3960.5801.00	EX	8,695	-	13030 . 6001
Fixed assets	5500.5080.5801.00	EX	50,834		13030 . 6001
Fixed assets	1010.2920.5801.00	EX	71,235		33046 . 6001
Fixed assets	4470.9470.5801.00	EX	2,246		02046 . 6001
					:
					:
Use of fund balance	5550.0955.4999.99	RF		8,695	.
Solid Waste improvements	5500.5080.5816.00	EX	(50,834)		07012 . 1
Vehicles and equipment	1010.2920.5802.00	EX	(71,235)		33046 . 1
Building & grounds maint	4470.9470.5400.00	EX	(2,246)		02046 . 1
					:
					:





City of Fayetteville, Arkansas  
Purchasing Division – Room 306  
113 W. Mountain  
Fayetteville, AR 72701  
Phone: 479.575.8220  
TDD (Telecommunication Device for the Deaf): 479.521.1316

**RFP (REQUEST FOR PROPOSAL)**

**REQUEST FOR PROPOSAL:** RFP 13-11, Access Control and Security System

**DEADLINE:** Friday, August 09, 2013 before 2:00:00 PM, local time

**Pre-Proposal Conference:** Wednesday, July 31, 2013 at 10:00 AM – Room 326

**RFP DELIVERY LOCATION:** Room 306 – 113 W. Mountain, Fayetteville, AR 72701

**PURCHASING AGENT:** Andrea Foren, CPPB, CPPO, [aforen@ci.fayetteville.ar.us](mailto:aforen@ci.fayetteville.ar.us)

**DATE OF ISSUE AND ADVERTISEMENT:** Friday, July 19, 2013

**REQUEST FOR PROPOSAL**  
**RFP 13-11, Access Control and Security System**

No late proposals shall be accepted. RFP's shall be submitted in sealed envelopes labeled with the project number and name as well as the name and address of the firm.

All proposals shall be submitted in accordance with the attached City of Fayetteville specifications and bid documents attached hereto. Each Proposer is required to fill in every blank and shall supply all information requested; failure to do so may be used as basis of rejection. Any bid, proposal, or statements of qualification will be rejected that violates or conflicts with state, local, or federal laws, ordinances, or policies.

The undersigned hereby offers to furnish & deliver the articles or services as specified, at the prices & terms stated herein, and in strict accordance with the specifications and general conditions of submitting, all of which are made a part of this offer. This offer is not subject to withdrawal unless upon mutual written agreement by the Proposer/Bidder and City Purchasing Agent.

Name of Firm: Royal Communications, Inc.

Contact Person: Greg Powell Title: Sales Manager

E-Mail: gpowell@royalc.net Phone: 501-978-7492

Business Address: 1086 Athens Ave. Ste.N

City: Bethel Heights State: AR Zip: 72764

Signature:  V.P. Date: 8/15/2013

City of Fayetteville  
RFP 13-11, Access Control and Security System  
SECTION E: Signature Submittal

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**1. Disclosure Information**

Proposer must disclose any possible conflict of interest with the City of Fayetteville, including, but not limited to, any relationship with any City of Fayetteville employee. Proposer response must disclose if a known relationship exists between any principal or employee of your firm and any City of Fayetteville employee or elected City of Fayetteville official.

If, to your knowledge, no relationship exists, this should also be stated in your response. Failure to disclose such a relationship may result in cancellation of a purchase and/or contract as a result of your response. This form must be completed and returned in order for your bid/proposal to be eligible for consideration.

**PLEASE CHECK ONE OF THE FOLLOWING TWO OPTIONS, AS IT APPROPRIATELY APPLIES TO YOUR FIRM:**

- 1) NO KNOWN RELATIONSHIP EXISTS  
 2) RELATIONSHIP EXISTS (Please explain): \_\_\_\_\_

I certify that, as an officer of this organization, or per the attached letter of authorization, am duly authorized to certify the information provided herein are accurate and true; and my organization shall comply with all State and Federal Equal Opportunity and Non-Discrimination requirements and conditions of employment.

2. At the discretion of the City, one or more firms may be asked for more detailed information before final ranking of the firms, which may also include oral interviews. **NOTE: Each Proposer shall submit to the City a primary contact name, e-mail address, and phone number (preferably a cell phone number) where the City selection committee can call for clarification or interview via telephone.**

Name of Firm: Royal Communications, Inc.


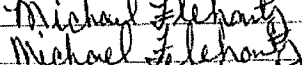
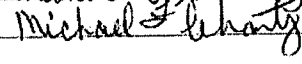

Name of Primary Contact: Greg Powell

Title of Primary Contact: Sales Manager

Phone#1 (cell preferred): 501-993-4084 Phone#2: 501-978-7492

E-Mail Address: gpowell@royalc.net

3. Please acknowledge receipt of addenda for this invitation to bid, request for proposal, or request for qualification by signing and dating below. All addendums are hereby made a part of the bid or RFP documents to the same extent as though it were originally included therein. Proposers/Bidders should indicate their receipt of same in the appropriate blank listed herein. Failure to do so may subject vendor to disqualification.

ADDENDUM NO.	SIGNATURE AND PRINTED NAME	DATE ACKNOWLEDGED
one	 Mike Fleharty	8/06/2013
two	 Mike Fleharty	8/05/2013
three	 Mike Fleharty	8/08/2013
four	 Mike Fleharty	8/12/2013

4. PRICE BID:

**Proposers shall provide documentation clearly outlining total cost for each project per the attached "Proposal Pricing Form". Failure to submit the required "Proposal Pricing Form" could result in your proposal being rejected as non-responsive.**

5. As an interested party on this project, you are required to provide debarment/suspension certification indicating in compliance with the below Federal Executive Order. Certification can be done by completing and signing this form.

Federal Executive Order (E.O.) 12549 "Debarment and Suspension" requires that all contractors receiving individual awards, using federal funds, and all sub-recipients certify that the organization and its principals are not debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government.

6. Signature certifies that neither you nor your principal is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency.

Questions regarding this form should be directed to the City of Fayetteville Purchasing Division.

NAME: Michael Fleharty

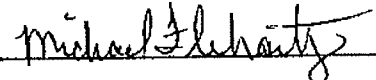
COMPANY: Royal Communications, Inc.

PHYSICAL ADDRESS: 1086 Athens Ave. Ste. N Bethel Heights, AR 72764

MAILING ADDRESS: P.O. box 475 Alexander, AR 72002

PHONE: 479-725-0444 FAX: 479-419-9478

E-MAIL: mflleharty@royalc.net

SIGNATURE: 

TITLE: Vice President

DATE: 8/15/2013

City of Fayetteville  
RFP 13-11, Access Control and Security System  
SECTION D: Vendor References

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The following information is required from all firms so all statements of qualification may be reviewed and properly evaluated:

COMPANY NAME: Royal Communications, Inc.

NUMBER OF YEARS IN BUSINESS: 12 HOW LONG IN PRESENT LOCATION: 9

TOTAL NUMBER OF CURRENT EMPLOYEES: 24 FULL TIME \_\_\_\_\_ PART TIME \_\_\_\_\_

NUMBER OF EMPLOYEES PLANNED FOR THIS CONTRACT: 5 FULL TIME \_\_\_\_\_ PART TIME \_\_\_\_\_

PLEASE LIST FOUR (4) **GOVERNMENTAL** REFERENCES THAT YOU HAVE PREVIOUSLY PERFORMED SIMILAR CONTRACT SERVICES FOR WITHIN THE PAST FIVE (5) YEARS (All fields must be completed):

1. Benton County  
COMPANY NAME

Bentonville, AR 72712  
CITY, STATE, ZIP

Will Hanna  
CONTACT PERSON

479-616-4347  
TELEPHONE

479-271-5788  
FAX NUMBER

whanna@co.benton.ar.us  
E-MAIL ADDRESS

2. Saline County Circuit Court  
COMPANY NAME

Bryant, AR 72019  
CITY, STATE, ZIP

Judge Stephanie Casady  
CONTACT PERSON

501-943-0440  
TELEPHONE

501-943-0853  
FAX NUMBER

stephaniecasady@gmail.com  
E-MAIL ADDRESS

3. Benton County Sheriff  
COMPANY NAME

Bentonville, AR 72712  
CITY, STATE, ZIP

Byron Frischman  
CONTACT PERSON

479-271-5780  
TELEPHONE

479-271-5744  
FAX NUMBER

\_\_\_\_\_  
E-MAIL ADDRESS

4. Bryant Police Department  
COMPANY NAME

Bryant, AR 72019  
CITY, STATE, ZIP

Chief Mark Kizer  
CONTACT PERSON

501-847-0292  
TELEPHONE

501-847-0293  
FAX NUMBER

mkizer@cityofbryant.com  
E-MAIL ADDRESS



City of Fayetteville  
RFP 13-11, Access Control and Security System  
SECTION F: Proposal Pricing Form – Revised per Addendum 3

All Proposers shall provide documentation clearly outlining total cost for each project per the attached "Proposal Pricing Form". Failure to submit the required "Proposal Pricing Form" could result in your proposal being rejected as non-responsive. All Proposers shall submit an MSRP sheet for all system components. Failure to submit the required MSRP retail pricing could result in your proposal being rejected as non-responsive.

State of Arkansas Contractors License Number: 0150920514

Schedule A: Projects to be completed immediately upon contract award.					
Proposal Pricing Form, Addendum 3					
Item#	Location	Total Turn Key Price*	% Discount off MSRP for Additional Items outside of spec**	Hourly Installation Rate - Primary Installer (per hour)***	Hourly Installation Rate - Installation Assistant (per hour)****
A1	Police Department, all 4 locations: (including but not limited to all hardware, installation, configuration, partitioning, training, 5% bid bond, 100% performance and payment bond, etc.) PRICE SHALL NOT INCLUDE ADDITIONAL PORTAL LICENSING	\$ <u>61,629.00</u>	<u>36</u> % off	\$ <u>45.00</u> per hour	\$ <u>45.00</u> per hour
A2	Solid Waste & Recycling: (including but not limited to all hardware, installation, configuration, and training, 5% bid bond, 100% performance and payment bond, etc.) PRICE SHALL NOT INCLUDE ADDITIONAL PORTAL LICENSING	\$ <u>44,851.00</u>	<u>36</u> % off	\$ <u>45.00</u> per hour	\$ <u>45.00</u> per hour
A3	Airport: (including but not limited to all hardware, installation, configuration, and training, 5% bid bond, 100% performance and payment bond, Feature Licenses, etc.) PRICE SHALL NOT INCLUDE ADDITIONAL PORTAL LICENSING	\$ <u>7,904.00</u>	<u>36</u> % off	\$ <u>45.00</u> per hour	\$ <u>45.00</u> per hour
A4	SUM OF ITEMS A1, A2, AND A3	\$ <u>108,894.00</u>	5% BID BOND SHALL BE SUBMITTED WITH PROPOSAL BASED ON PRICE IN ITEM A4 (SUM OF ITEMS A1, A2, & A3)		
A5	Licensing cost for upgrading from 16 to 64 portals:	\$ <u>7,186.00</u> PRICING FOR UPGRADING FROM 16 TO 64 PORTALS			
A6	Licensing cost for upgrading from 16 to 128 portals:	\$ <u>14,372.00</u> PRICING FOR UPGRADING FROM 16 TO 128 PORTALS			
<b>*Pricing Definitions</b>					
*(i) <b>Total Turn-Key Pricing:</b> Complete Pricing based on provided specifications for the location. Five (5) percent Bid Bond shall be submitted for Item A4 (the sum total cost of Item A1, A2, and A3)					
**(ii) <b>Discount off MSRP for Additional Items outside of spec:</b> Percentage discount off of the manufacturer's MSRP retail pricing sheet shall be used for any items added outside of the scope of the locations and specifications provided in this schedule. Proposers shall provide MSRP pricing schedule showing MSRP.					
***(iii) <b>Hourly Installation Rate - Primary Installer (per hour):</b> Hourly rate to be charged to the City for a Primary, supervisor, or master installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.					
****(iv) <b>Hourly Installation Rate - Installation Assistant (per hour):</b> Hourly rate to be charged to the City for an assistant installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.					
*****(v) <b>Hourly Installation Rate - Installation Assistant (per hour):</b> Hourly rate to be charged to the City for an assistant installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.					

Schedule B: To be purchased and installed within 3-6 months of contract award				
Proposal Pricing Form, Addendum 3				
Item#	Location	% Discount off MSRP for Additional Items outside of spec*	Hourly Installation Rate - Primary Installer (per hour)*	Hourly Installation Rate - Installation Assistant (per hour)*
B1	City Shop / Fleet	36 % off	\$ 45.00 per hour	\$ 45.00 per hour
B2	Parks & Recreations	36 % off	\$ 45.00 per hour	\$ 45.00 per hour
<b>*Pricing Definitions</b>				
*(i) <u>Discount off MSRP for Additional Items outside of spec:</u> Percentage discount off of the manufacturer's MSRP retail pricing sheet shall be used for any items added outside of the scope of the locations and specifications provided in this schedule. Proposers shall provide MSRP pricing schedule showing MSRP.				
*(ii) <u>Hourly Installation Rate - Primary Installer (per hour)</u> Hourly rate to be charged to the City for a Primary, supervisor, or master installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.				
*(iii) <u>Hourly Installation Rate - Installation Assistant (per hour)</u> Hourly rate to be charged to the City for an assistant installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.				

Schedule C: To be purchased and installed within 12-24 months of contract award				
Proposal Pricing Form, Addendum 3				
Item#	Location	% Discount off MSRP for Additional Items outside of spec*	Hourly Installation Rate - Primary Installer (per hour)*	Hourly Installation Rate - Installation Assistant (per hour)*
C1	Animal Shelter	36 % off	\$ 45.00 per hour	\$ 45.00 per hour
C2	Fire Stations (7 locations) and Fire Marshall Office (1 location)	36 % off	\$ 45.00 per hour	\$ 45.00 per hour
<b>*Pricing Definitions</b>				
*(i) <u>Discount off MSRP for Additional Items outside of spec:</u> Percentage discount off of the manufacturer's MSRP retail pricing sheet shall be used for any items added outside of the scope of the locations and specifications provided in this schedule. Proposers shall provide MSRP pricing schedule showing MSRP.				
*(ii) <u>Hourly Installation Rate - Primary Installer (per hour)</u> Hourly rate to be charged to the City for a Primary, supervisor, or master installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.				
*(iii) <u>Hourly Installation Rate - Installation Assistant (per hour)</u> Hourly rate to be charged to the City for an assistant installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.				

Schedule D: To be purchased and installed within 24-60 months of contract award				
Proposal Pricing Form, Addendum 3				
Item#	Location	i % Discount off MSRP for Additional Items outside of spec*	ii Hourly Installation Rate - Primary Installer (per hour)*	iii Hourly Installation Rate - Installation Assistant (per hour)*
D1	City Hall, Engineering/Planning, and Building Maintenance	36 % off	\$ 45.00 per hour	\$45.00 per hour
D2	Water & Sewer Operations	36 % off	\$ 45.00 per hour	\$45.00 per hour
<b>*Pricing Definitions</b>				
*(i) <b>Discount off MSRP for Additional Items outside of spec:</b> Percentage discount off of the manufacturer's MSRP retail pricing sheet shall be used for any items added outside of the scope of the locations and specifications provided in this schedule. Proposers shall provide MSRP pricing schedule showing MSRP.				
*(ii) <b>Hourly Installation Rate - Primary Installer (per hour)</b> Hourly rate to be charged to the City for a Primary, supervisor, or master installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.				
*(iii) <b>Hourly Installation Rate - Installation Assistant (per hour)</b> Hourly rate to be charged to the City for an assistant installer to provide installation services outside of the scope of the locations and specifications provided in this schedule.				

Schedule E: Miscellaneous Items for Installation (for items not listed on MSRP)		
Proposal Pricing Form, Addendum 3		
Item#	Description	Mark Up Percentage*
E1	Material (Cost plus %): Materials cost from \$000-\$100	35 %
E2	Material (Cost plus %): Materials cost from \$101-\$500	30 %
E3	Material (Cost plus %): Materials cost from \$501-\$1000	28 %
E4	Material (Cost plus %): Materials cost from \$1001-\$5000	22 %
E5	Material (Cost plus %): Materials cost from \$5001 and up	20 %
<b>*Pricing Definitions</b>		
* <b>Mark Up Percentage:</b> Awarded proposer's cost of material plus the mark up percentage provided per project location. This schedule shall be used for miscellaneous items not listed on the provided MSRP discount. This schedule shall only apply to Schedule A in the event the City adds scope of work outside of the provided specifications. Awarded proposer shall provide the City with a materials listing showing separate mark up percentage added. Material listings are subject to verification and audit by the City.		

END OF ADDENDUM 3 – REVISED SECTION F

**BID BOND**

Conforms with The American Institute of  
Architects, A.I.A. Document No. A-310

KNOW ALL BY THESE PRESENTS, That we, Royal Communications, Inc.

\_\_\_\_\_ as Principal, hereinafter called the Principal.

and the Granite Re, Inc.

of 14001 Quailbrook Drive, Oklahoma City, Oklahoma

, a corporation duly organized under  
the laws of the State of Oklahoma, as Surety, hereinafter called the Surety, are held and firmly bound unto

City of Fayetteville, Arkansas as Obligee, hereinafter called the Obligee.

in the sum of Five Percent of Amount of Bid

Dollars (\$ 5% of Bid ), for the payment of which sum well and truly to be made, the said Principal and the said  
Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the Principal has submitted a bid for RFP #13-11, Access Control & Security System

NOW, THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter into a Contract with the  
Obligee in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract  
Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and  
material furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond  
or bonds, if the Principal shall pay to the Obligee the difference not to exceed the penalty hereof between the amount specified in said  
bid and such larger amount for which the Obligee may in good faith contract with another party to perform the Work covered by said  
bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed and sealed this 16th day of August 2013

Anna Fleharty  
Witness

Royal Communications, Inc. (Seal)  
Principal  
Michael Fleharty V.P.  
Title

Judy Schoggen  
Witness

Granite Re, Inc.  
By Pamela K Hays  
Pamela K. Hays Attorney-in-Fact

# GRANITE RE, INC. GENERAL POWER OF ATTORNEY

Know all Men by these Presents:

That GRANITE RE, INC., a corporation organized and existing under the laws of the State of OKLAHOMA and having its principal office at the City of OKLAHOMA CITY in the State of OKLAHOMA does hereby constitute and appoint:

BENSON A. CASHION; MATTHEW K. CASHION, JR.; WILLIAM H. GRIFFIN; CYNTHIA L. TRICKEY; PAMELA K. HAYS; JUDY SCHOGGEN; NICK W. PETERS; JAMES R. RAMSAY its true and lawful Attorney-in-Fact(s) for the following purposes, to wit:

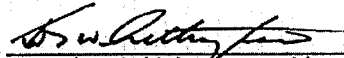
To sign its name as surety to, and to execute, seal and acknowledge any and all bonds, and to respectively do and perform any and all acts and things set forth in the resolution of the Board of Directors of the said GRANITE RE, INC. a certified copy of which is hereto annexed and made a part of this Power of Attorney; and the said GRANITE RE, INC. through us, its Board of Directors, hereby ratifies and confirms all and whatsoever the said:

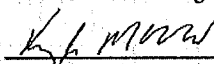
BENSON A. CASHION; MATTHEW K. CASHION, JR.; WILLIAM H. GRIFFIN; CYNTHIA L. TRICKEY; PAMELA K. HAYS; JUDY SCHOGGEN; NICK W. PETERS; JAMES R. RAMSAY may lawfully do in the premises by virtue of these presents.

In Witness Whereof, the said GRANITE RE, INC. has caused this instrument to be sealed with its corporate seal, duly attested by the signatures of its President and Secretary/Treasurer, this 19<sup>th</sup> day of July, 2012.

STATE OF OKLAHOMA )  
                                  ) SS:  
COUNTY OF OKLAHOMA )




  
\_\_\_\_\_  
Kenneth D. Whittington, President

  
\_\_\_\_\_  
Kyle P. McDonald, Treasurer

On this 19<sup>th</sup> day of July, 2012, before me personally came Kenneth D. Whittington, President of the GRANITE RE, INC. Company and Kyle P. McDonald, Secretary/Treasurer of said Company, with both of whom I am personally acquainted, who being by me severally duly sworn, said, that they, the said Kenneth D. Whittington and Kyle P. McDonald were respectively the President and the Secretary/Treasurer of GRANITE RE, INC., the corporation described in and which executed the foregoing Power of Attorney; that they each knew the seal of said corporation; that the seal affixed to said Power of Attorney was such corporate seal, that it was so fixed by order of the Board of Directors of said corporation, and that they signed their name thereto by like order as President and Secretary/Treasurer, respectively, of the Company.

My Commission Expires:  
August 8, 2013  
Commission #: 01013257



  
\_\_\_\_\_  
Notary Public

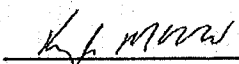
### GRANITE RE, INC. Certificate

THE UNDERSIGNED, being the duly elected and acting Secretary/Treasurer of Granite Re, Inc., an Oklahoma Corporation, HEREBY CERTIFIES that the following resolution is a true and correct excerpt from the July 15, 1987, minutes of the meeting of the Board of Directors of Granite Re, Inc. and that said Power of Attorney has not been revoked and is now in full force and effect.

"RESOLVED, that the President, any Vice President, the Secretary, and any Assistant Vice President shall each have authority to appoint individuals as attorneys-in-fact or under other appropriate titles with authority to execute on behalf of the company fidelity and surety bonds and other documents of similar character issued by the Company in the course of its business. On any instrument making or evidencing such appointment, the signatures may be affixed by facsimile. On any instrument conferring such authority or on any bond or undertaking of the Company, the seal, or a facsimile thereof, may be impressed or affixed or in any other manner reproduced; provided, however, that the seal shall not be necessary to the validity of any such instrument or undertaking."

IN WITNESS WHEREOF, the undersigned has subscribed this Certificate and affixed the corporate seal of the Corporation this  
16th day of August, 2013.



  
\_\_\_\_\_  
Kyle P. McDonald, Secretary/Treasurer

Structured Cabling \* Fiber \* Fire \* CCV \* Access Control \* Burglar Alarm \* Monitoring \* Maintenance \* Inspections



1086 Athens Ave. Suite N  
Bethel Heights, AR 72764  
PH: 479-725-0444 FX: 501-978-7493

## **RFP 13-11 Access Control and Security System**

1A. Narrative – Royal Communications wishes to use our substantial industry experience to install the necessary labor and materials to satisfy the specifications and expectations set forth in the General terms and conditions of the referenced RFP. Through our training of the specified S2 access control platform, as well as, our overall experience installing several different brands of access control, we are very qualified to serve the needs of Fayetteville and the demands of this RFP. Our level of experience and local man power will allow us to achieve a timely and efficient installation.

1B. Experience – Royal Communications has been installing and servicing Access Control, Structured Cabling, Fire Alarm and Security customers for over 12 years. The lead technicians we intend to utilize for this installation are as follows:

- Joseph Shirley – 8 years of lead technician experience with Royal Communications. Experience includes service and installation of DSX, GE, Honeywell and S2 access control as well as certification on Siemon, Commscope and Systimax structured cabling systems and Fire alarm and Security installations and Inspections.
- Gregory Powell – 12 years of experience in the Security and Surveillance industry with the last 6 years with Royal Communications. Certified in S2, DSX, Keri Eclipse access control platforms as well as Avigilon, Exacq and Video Insight Video Management systems.

1C. Executive Summary –

- Willie Godwin – President
- Mike Fleharty – Vice President
- Robert Evatt – General Manager
- Donna Fleharty - Chief Operations officer
- Craig Weston – Chief Estimator
- Gregory Powell – Sales manager

1i. Reference list (in addition to the 4 required)

- Washington Regional Medical Center – Fayetteville, AR – Kendrick Williams 479-463-7920: Access Control, Nurse Call installations and service.
- University of Arkansas – Housing – Steve Smith 479-387-2972: Access Control, Surveillance and Data Cabling service and installations.

Structured Cabling \* Fiber \* Fire \* CCV \* Access Control \* Burglar Alarm \* Monitoring \* Maintenance \* Inspections

- Veterans Administration – Fayetteville – Jeff Gray Tri-systems 479-774-2826: Access Control and Structured Cabling installations.
- Jones Trust – Springdale – Mike Gilbert 479-756-8090: Access Control, Fire Alarm and Structured Cabling installations.

### Schedule of MSRP

- Von Duprin 5100 Series Electric Door Strike: \$242.00 ea.
- HID RP40 Multi-class card reader: \$340.00 ea.
- Honeywell PIR REX black or white: \$160.00 ea.
- Securitron VM1200DB 1200lb. Mag Lock: \$278.00 ea.
- S2 – 2 Door Network Node: \$2478.00 ea.
- S2 – 4 Door Network Node: \$3294.00 ea.
- S2 – 8 Door Network Node: \$4932.00 ea.
- S2 – 16 portal license expansion: \$2420.00 ea.

Any other negotiated MSRP prices will gladly be provided as identified.

Please see the Royal Communications Proposal Sheet for our standard proposal. We are very appreciative for the opportunity to participate in this RFP. We look forward to working with the staff for the City of Fayetteville in the future.

Best regards,

  
Mike Fleharty

Structured Cabling \* Fiber \* Fire \* CCV \* Access Control \* Burglar Alarm \* Monitoring \* Maintenance \* Inspections

# Royal COMMUNICATIONS

1086 Athens Ave Suite N  
Bethel Heights, AR 72764  
PH: 479-725-0444 FX: 501-978-7493

## Proposal RFP 13-11

**Police Department Access Control:** Install S2 Network Node Door Controllers per specifications in the Scope of work utilizing HID RP40 Multi-Class Readers, Von Duprin 5100 series electric door strikes, Securitron VM1200DB 1200lb. maglocks (where indicated in specs.) and Honeywell PIR REX in white or black. Remove old Locknetics locking hardware and replace with Sargent Mortise Storage Room type lock and lever sets with Décor Covers to hide any old penetrations. All Power supplies, Batteries, Cable, connectors etc. are included for a turnkey solution. Provide programming of existing S2 and Training per specifications:

**Total: \$61,629.00**

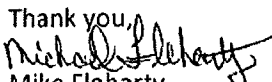
**Solid Waste and Recycling:** Install (1) S2-NETVR-4TB-16 Video Server & S2-NETVR-8C with support for 24 cameras and Bosch Starlight IP cameras and IR Illuminators at locations specified. Power supplies are provided for IR Illuminators. Conduit is excluded per addendum 2. All Category 5 cabling and power cabling for Illuminators is included. Install S2-NN-E6R-WM Network Node door controller and necessary power supply 24VAC. Add HID Multi Class Reader with VM1200DB 1200lb. maglock to Security Room Door. Provide S2-NN-E2R-WM controller for Compost Facility with necessary locking hardware. All Power supplies, Batteries, Cable, connectors etc. are included.

**Total: \$44,851.00**

**Airport Access Control :** Provide S2-NN-E8R-WM Network Node Door Controllers, Exacq Vision NVR integration to S2 system. Point of Connection to existing access control equipment. Supply any misc. power supplies, connectors etc. to complete the integration of the old system to the new S2.

**Total: \$7,904.00**

Please contact me if you have any questions.

Thank you,  
  
Mike Fleharty



# City Of Fayetteville - Purchase Order (PO) Request

(Not a Purchase Order)

**All purchases under \$2500 shall be used on a P-Card unless medical or 1099 service related. (Call x256 with questions)  
All PO Request shall be scanned to the Purchasing e-mail: Purchasing@ci.fayetteville.ar.us**

Vendor #: 23815	Vendor Name: Royal Communications, Inc.		Fob Point:	
Address:	PO Box 475			
City: Alexander	State: AR	Zip Code: 72002	Ship to code: 030	
Requester: Chris Doughty	Requester's Employee #: 2082			

Item	Description	Quantity	Unit of Issue	Unit Cost	Extended Cost	Account Numbers	Project/Subproject #	Inventory #	Fixed Asset #
1	Portals for Access Control System - Police Dept, 23 portals	1	LOT	3,443.10	\$3,443.10	1010.2920.5801.00	33046.6001	N/A	To Be Determined
2	Portals for Access Control System - Solid Waste, 10 portals	1	LOT	1,497.00	\$1,497.00	5500.5080.5801.00	13030.6001	N/A	To Be Determined
3	Portals for Access Control System - Building Maint., 15 portals	1	LOT	2,245.90	\$2,245.90	4470.9470.5801.00	02046.6001	N/A	To Be Determined
4									
5									
6									
7									
8									
9									
10									
*	Shipping/Handling		Lot		\$0.00				

Special Instructions:	
Per RFP 13-11, Access Control and Security System; Resolution# 13-XX	
Subtotal:	\$7,186.00
Tax:	\$0.00
Total:	<u>\$7,186.00</u>

Approvals: \_\_\_\_\_

Mayor: \_\_\_\_\_ Department Director: \_\_\_\_\_

Finance & Internal Services Director: \_\_\_\_\_ Budget Manager: \_\_\_\_\_

Dispatch Manager: \_\_\_\_\_ Utilities Manager: \_\_\_\_\_

Purchasing Manager: \_\_\_\_\_

IT Manager: \_\_\_\_\_

Other: \_\_\_\_\_

## City Of Fayetteville - Purchase Order (PO) Request

(Not a Purchase Order)

**All purchases under \$2500 shall be used on a P-Card unless medical or 1099 service related. (Call x256 with questions)**

**All PO Request shall be scanned to the Purchasing e-mail: [Purchasing@ci.fayetteville.ar.us](mailto:Purchasing@ci.fayetteville.ar.us)**

Requisition No.:	Date: <span style="float: right;">A. 10</span>
P.O Number:	Expected Delivery Date: <span style="float: right;">Access Control and Security System – Phases 1-3</span>
Page 18 of 22	

Vendor #: <b>23815</b>	Vendor Name: <b>Royal Communications, Inc.</b>	Mail Yes: _____ No: _____	
Address: <b>PO Box 475</b>		Fob Point:	Taxable Yes: _____ No: _____
City: <b>Alexander</b>	State: <b>AR</b>	Zip Code: <b>72002</b>	Ship to code:
Requester: <b>Willie Newman</b>		Requester's Employee #:	Divison Head Approval:
		Extension:	

Item	Description	Quantity	Unit of Issue	Unit Cost	Extended Cost	Account Numbers	Project/Subproject #	Inventory #	Fixed Asset #
1	<b>Access Control and Security System for Police Dept.</b>	1	LOT	61,629.00	\$61,629.00	1010.2920.5801.00	33046.6001	N/A	To Be Determined
2									
3									
4									
5									
6									
7									
8									
9									
10									
*	Shipping/Handling		Lot		\$0.00				

Special Instructions: Per RFP 13-11, Access Control and Security System; Resolution# 13-XX	Subtotal: <b>\$61,629.00</b> Tax: <b>\$0.00</b> Total: <b>\$61,629.00</b>
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Approvals:

Mayor: _____	Department Director: _____	Purchasing Manager: _____
Finance & Internal Services Director: _____	Budget Manager: _____	IT Manager: _____
Dispatch Manager: _____	Utilities Manager: _____	Other: _____

# City Of Fayetteville - Purchase Order (PO) Request

(Not a Purchase Order)  
 All purchases under \$2500 shall be used on a P-Card unless medical or 1099 service related. (Call x256 with questions)  
 All PO Request shall be scanned to the Purchasing e-mail: [Purchasing@ci.fayetteville.ar.us](mailto:Purchasing@ci.fayetteville.ar.us)

Vendor #: **23815** Vendor Name: **Royal Communications, Inc.**  
 Address: **PO Box 475** Fob Point:  
 City: **AR** State: **AR** Zip Code: **72002** Ship to code:  
 Requester: **Glenda Eden** Requester's Employee #: **1701**  
 Extension:

Item #	Description	Quantity	Unit of Issue	Unit Cost	Extended Cost	Account Numbers	Project/Subproject #	Inventory #	Fixed Asset #
1	Access Control and Security System for Solid Waste	1	LOT	44,851.00	\$44,851.00	5500.5080.5801.00	13030.6001	N/A	To Be Determined
2									
3									
4									
5									
6									
7									
8									
9									
10									
*	Shipping/Handling		Lot		\$0.00				

Special Instructions:  
 Per RFP 13-11, Access Control and Security System; Resolution# 13-XX  
 Subtotal: **\$44,851.00**  
 Tax: **\$0.00**  
 Total: **\$44,851.00**

Approvals:  
 Mayor: \_\_\_\_\_ Department Director: \_\_\_\_\_  
 Finance & Internal Services Director: \_\_\_\_\_ Budget Manager: \_\_\_\_\_  
 Dispatch Manager: \_\_\_\_\_ Utilities Manager: \_\_\_\_\_  
 Purchasing Manager: \_\_\_\_\_  
 IT Manager: \_\_\_\_\_  
 Other: \_\_\_\_\_

## City Of Fayetteville - Purchase Order (PO) Request

(Not a Purchase Order)

**All purchases under \$2500 shall be used on a P-Card unless medical or 1099 service related. (Call x256 with questions)**

**All PO Request shall be scanned to the Purchasing e-mail: [Purchasing@ci.fayetteville.ar.us](mailto:Purchasing@ci.fayetteville.ar.us)**

Requisition No.:		Date:	A. 10
P.O Number:		Expected Delivery Date:	RFP 13-11, Access Control and Security System – Phases 1-3
			Page 20 of 22

Vendor #:	<b>23815</b>	Vendor Name:	<b>Royal Communications, Inc.</b>	Mail Yes: _____	No: _____
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Address:	<b>PO Box 475</b>	Fob Point:		Taxable Yes: _____	No: _____	Quotes Attached Yes: _____	No: _____
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City:	<b>Alexander</b>	State:	<b>AR</b>	Zip Code:	<b>72002</b>	Ship to code:	Divison Head Approval:
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Requester:	<b>James Nicholson</b>	Requester's Employee #:		Extension:	
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Item	Description	Quantity	Unit of Issue	Unit Cost	Extended Cost	Account Numbers	Project/Subproject #	Inventory #	Fixed Asset #
1	<b>Access Control and Security System for Airport</b>	1	LOT	7,904.00	\$7,904.00	5550.3960.5801.00	13030.6001	N/A	To Be Determined
2									
3									
4									
5									
6									
7									
8									
9									
10									
*	Shipping/Handling		Lot		\$0.00				

Special Instructions: Per RFP 13-11, Access Control and Security System; Resolution# 13-XX	Subtotal: <b>\$7,904.00</b> Tax: <b>\$0.00</b> Total: <b>\$7,904.00</b>
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Approvals:

Mayor: _____	Department Director: _____	Purchasing Manager: _____
Finance & Internal Services Director: _____	Budget Manager: _____	IT Manager: _____
Dispatch Manager: _____	Utilities Manager: _____	Other: _____



# City of Fayetteville, Arkansas

A. 10  
RFP 13-11, Access Control and  
Security System – Phases 1-3  
113 West Mountain St. Page 21 of 22  
Fayetteville, AR 72701  
479-575-8330  
TDD->479-521-1316

## File Summary

File Number	Title	Current Status
2013-0126	Resolution	Draft

**Introduced:** 10/18/2013

**Controlling Body:** City Council

**Meeting Date:**

**Department:** Peggy Vice

**Drafter:** kspringer@fayetteville-ar.gov

