

## How to Use the FAC64 Security, Surveillance, Monitoring and Access Control Systems Statewide Contract

|                                |                                                                                                                           |
|--------------------------------|---------------------------------------------------------------------------------------------------------------------------|
| <b>Contract #:</b> FAC64       | <b>Contract Duration:</b> 06/01/2013 – 5/31/2018                                                                          |
| <b>MMARS #:</b> FAC64*         | <b>Options to Renew:</b> One option for 2-year renewal                                                                    |
| <b>Contract Manager:</b>       | Stephen Lyons – 617-720-3373<br><a href="mailto:steve.lyons@state.ma.us">steve.lyons@state.ma.us</a>                      |
| <b>This contract contains:</b> | Small Business Purchasing Program (SBPP), Prompt Payment Discounts (PPD), and Supplier Diversity Office (SDO) Contractors |
| <b>UNSPSC:</b>                 | 46-17-00                                                                                                                  |
| <b>Last change date:</b>       | <b>January 19, 2017</b>                                                                                                   |

| Table of Contents                                |                                                      |
|--------------------------------------------------|------------------------------------------------------|
| <a href="#">Contract Summary</a>                 | <a href="#">Where to Obtain Contract Information</a> |
| <a href="#">Compliance with Construction Law</a> | <a href="#">How to Place an Order in COMMBUYS</a>    |
| <a href="#">Pricing</a>                          | <a href="#">Contractor Requirements</a>              |
| <a href="#">Quoting</a>                          | <a href="#">Contractor Table</a>                     |



## Contract Summary

This contract covers the acquisition of Security Systems and Related Services to include, but not limited to, Video, Access Control, Integrated Video Management, Visitor Management, Locks, Alarms, Monitoring Services/Systems, Catalog Sales, Service, and Maintenance. There are three categories and one subcategory available:

| Category | Category Name                                     |
|----------|---------------------------------------------------|
| 1        | Catalog Sales                                     |
| 2        | Security Equipment, Systems, and Related Services |
| 2A       | Security Monitoring Services                      |
| 3        | Locks, Accessories, and Related Equipment         |

## Who Can Use This Contract?

**Applicable Procurement Law:** MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

### Eligible Entities:

1. Cities, towns, districts, counties, and other political subdivisions;
2. Executive, Legislative, and Judicial branches, including all Departments and elected offices therein;
3. Independent public authorities, commissions, and quasi-public agencies;
4. Local public libraries, public school districts, and charter schools;
5. Public Hospitals owned by the Commonwealth;
6. Public institutions of high education;
7. Public purchasing cooperatives;
8. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
9. Other States and Territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

## Benefits and Cost Savings

- Competitive hourly wage rates
- Competitive discounts on equipment
- Prompt Payment Discounts
- Multiple Contractors in each category to allow additional savings through quoting



## Compliance with Construction Law

Eligible Entities should consult their legal counsel for assistance determining whether installation work includes construction as defined by M.G.L. c.149 or M.G.L. c.30, §39M.

If installation of the system is deemed to include construction, the construction work done under this contract is limited to \$50,000 or less.

## MGL Title XXI, Chapter 149, Section 27D

### Section 27D: "Construction" and "constructed" defined

Section 27D. Wherever used in sections twenty-six to twenty-seven C, inclusive, the words "construction" and "constructed" as applied to public buildings and public works shall include additions to and alterations of public works, the installation of resilient flooring in, and the painting of, public buildings and public works; certain work done preliminary to the construction of public works, namely, soil explorations, test borings and demolition of structures incidental to site clearance and right of way clearance; and the demolition of any building or other structure ordered by a public authority for the preservation of public health or public safety.

<https://malegislature.gov/Laws/GeneralLaws/PartI/TitleXXI/Chapter149/Section27D>

## Prevailing Wage

All work under Category 2 is subject to prevailing wage and work under Category 3 may or may not be subject to prevailing wage pursuant to M.G.L. c. 149, depending on the nature of the work. Public entities that utilize this contract will be considered the "awarding authority". Eligible Entities must provide Contractors a copy of the current prevailing wage rates at the time of quote request. The awarding authority has the legal obligation to request a prevailing wage schedule from the Department of Labor Standards (DLS) at [mass.gov/lwd/labor-standards/](http://mass.gov/lwd/labor-standards/) or by calling the DLS Prevailing Wage Program at 617-626-6975.

Contractors are responsible for complying with the Prevailing Wage law; however the maximum rates at which Contractors may invoice for labor are specified in the cost tables attached to each Contractor's MBPO in COMMBUYS.

## Prevailing Wage Schedules

Eligible Entities are responsible for requesting the prevailing wage schedule from the Department of Labor Standards (DLS). Contractors are not responsible for supplying a prevailing wage schedule and are not authorized to request the prevailing wage schedule on behalf of the Eligible Entity.

To begin your request for a prevailing wage schedule, or to learn more information about the prevailing wage, visit the DLS website: <http://www.mass.gov/lwd/labor-standards/prevailing-wage-program/>



## Pricing

### Equipment, Materials and Supplies

Pricing is based on a discount percentage off the current catalog/price list. The Commonwealth and Eligible Entities reserve the right to request a copy of the catalog or price list at any time. Contractors must post the current catalog/price list on their website dedicated to FAC64. The Discount percentage will be firm through the initial term of the contract. However, Contractors may increase the discount offered at any time by contacting the OSD Contract Manager. Additionally, Contractors may offer additional discounts to Eligible Entities on a case-by-case basis.

### Price Files/Discount Rates

Price files are posted as attachments to each Contractor's Master Blanket Purchase Order (MBPO) on COMMBUYS. To view each Contractor's MBPO please follow the instructions for "[How to find FAC64 MBPOs in COMMBUYS](#)" on page 6 in this user guide. Additionally you may review the [Contractor Table](#) on pages 13 and 14 which has direct links to the public view of each Contractor's MBPO. "Public view" means you may access the MBPO without being logged into COMMBUYS. Contractor price files may be downloaded from the public view or from being logged into COMMBUYS.

### Labor Rates

Contractors have provided hourly rates for non-prevailing wage positions and mark-ups over prevailing wage for prevailing wage positions. Mark-ups over prevailing wage are **ceiling mark-ups** and hourly rates are **ceiling rates**; both will remain firm for the initial term of the contract. Contractors may decrease mark-ups or hourly rates at any time by contacting the OSD Contract Manager. Additionally, Contractors may offer discounted rates to Eligible Entities on a case-by-case basis.

**Note regarding locksmith work under Category 3:** Per the Massachusetts Department of Labor Standards, when covered by the prevailing wage, locksmith work falls under the carpenter rate.

### Referencing the Statewide Contract

In order to ensure that you receive all the benefits and savings associated with the statewide contract, **BUYERS SHOULD ALWAYS REFERENCE THE STATEWIDE CONTRACT AND DOCUMENT NUMBER FAC64** when opening an account and placing an order with a Contractor.



## Quoting

### Multiple Quotes for Construction

Eligible Entities **must** solicit quotes from at least three (3) Contractors for any work that will involve construction. The minimum requirement is that Eligible Entities *contact* at least three (3) Contractors for quotes; you are not required to receive responses from all three (3) contacted Contractors. Please note specific requirements that apply, depending upon the scope of your bid, below.

**When construction or construction-related services are less than \$10,000:**

Buyer may select a Contractor based on sound business practices/best value.

**When construction or construction-related services are between \$10,000 and \$50,000:**

Buyer **must** receive two (2) written responses and **must** award to *lowest* responsible bidder.

**Tip:** Buyers should request that Contractors itemize their quotes so that the construction and/or construction-related services are isolated and easily identifiable.

### Quotes NOT Including Construction

Buyer may select Contractor based on sound business practices/best value.

### Quotes for Catalog Sales in Category 1 or Category 3

Eligible Entities may review the price files for Contractors in Category 1 to determine the net cost of the equipment they are interested in. Checking a Contractor's price file will constitute as a quote for Category 1. Eligible Entities may also review price files for Category 3 when purchasing products/material only (no installation/construction service involved).

Many times Contractors are willing to offer additional discounts, so checking with each Contractor directly is strongly encouraged.



## Where to Obtain Important Contract Information

Contract users may access FAC64 documents and information via [COMMBUYS](#). Each category has a COMMBUYS MBPO which contains contract documents. Direct links to each category MBPO are at the bottom of this page. Each category MBPO is setup with solicitation enabled to allow buyers to solicit quotes from the Contractors within the category. In addition to the category MBPOs, each Contractor has a unique MBPO.

### How to find FAC64 MBPOs in COMMBUYS from Public View:

1. Click on “Contract & Bid Search”
2. Select “Contracts/Blankets”
3. Enter “**FAC64**” in the “Contract/Blanket” Description field
4. Click “Find It”
5. Click on Contractor or category MBPO link

### How to find FAC64 MBPOs in COMMBUYS if you are logged in:

1. Sign into COMMBUYS
2. Type “**FAC64**” into the search bar at the top of the page
3. Select “Contract/Blankets” from the drop-down menu that displays “Catalog”
4. Click the magnifying glass to search
5. Click on Contractor or category MBPO link

**OR**

1. Sign into COMMBUYS
2. Click “Advanced” at the top of the page, to the right of the search bar
3. Select Document Type “Contracts/Blankets”
4. Type “**FAC64**” into the “Description” and click “Search” or hit enter
5. Click on Contractor or category MBPO link

### Category MBPOs

Each category MBPO is setup to allow buyers to solicit quotes from multiple vendors within the category. Buyers need to be logged into COMMBUYS to utilize the solicitation enabled feature. Direct links to the public view of each MBPO are available below.

| Category | MBPO Link                                  |
|----------|--------------------------------------------|
| 1        | <a href="#">PO-17-1080-OSD03-SRC3-9509</a> |
| 2        | <a href="#">PO-17-1080-OSD03-SRC3-9506</a> |
| 2A       | <a href="#">PO-17-1080-OSD03-SRC3-9511</a> |
| 3        | <a href="#">PO-17-1080-OSD03-SRC3-9512</a> |



## How to place an order in COMMBUYS:

Once your quote or item selections have been prepared a Purchase Order (called a Release Requisition on COMMBUYS) must be placed in COMMBUYS. Instructions for “How to Create a Release Requisition and Purchase Order” can be found on a Job Aid in the COMMBUYS section of the OSD website ([Job Aids for Buyers](#)).

## COMMBUYS Line Items

Each MBPO for this contract is setup in COMMBUYS with category line items at \$0.00. When you create your Release Requisition in COMMBUYS you will need to change the dollar amount to the quoted dollar amount you will pay for your Purchase Order. You should also edit the item description at this time to include the quote number, product information, or any other type of note you wish to add to the order.

## COMMBUYS Solicitation Enabled MBPOs

Each category has a solicitation enabled MBPO page to allow for more convenient quoting. To utilize these MBPO pages, buyers must begin by creating a Release Requisition, checking off the “Solicitation Enabled” box, and select “Release” as the Requisition Type. Buyers will then click on the “Items” tab, click “Search Items” at the bottom, click to expand the “Advanced Search” option, enter “FAC64” as description, and click “Find It” to bring up each category’s solicitation enabled MBPO page.

## Updated COMMBUYS Line Items (October 2016)

Contractors in Categories 1 and 3 may now list individual products as line items in COMMBUYS. Buyers may now get results when they search for specific items. Please note however that not all Contractors have included product line items. To maximize options buyers should issue a request for quote to all Contractors in the category they are utilizing. Each Contractor MBPO has a \$0.00 line item for submitting Purchase Orders based on quoted pricing.

## How to search for FAC64 products in COMMBUYS:

1. Sign into COMMBUYS
2. Use the search bar at the top of the page to type in a product (keep “Catalog” in the drop-down menu)
3. Click the magnifying glass to search

*Please note: pricing will appear in 2 formats: **MSRP price** or **FAC64 price***

***MSRP price** will appear as a price with a discount percentage in parenthesis.*

*Example: \$1,000 / EA (discount 10.0%)*

*\* Buyers can calculate the price by reducing the MSRP by the discount percentage. The price will automatically change once the item is added to a requisition.*

***FAC64 price** will appear with a 0% discount and is already calculated for FAC64.*

*Example: \$1,000 / EA (discount 0.0%)*



## Statement of Work

Eligible Entities should provide a clear Statement of Work to the Contractors at the time of the request for quote. The following are some elements to consider including in a statement of work:

### **Important Elements of the Statement of Work:**

- Reference to the Statewide Contract FAC64
- Prevailing wage sheets, as applicable to the job
- Work schedules and performance dates
  - Release Date of the Request for Quote
  - Walkthrough requirements, if required
  - Response Date of Request for Quote
  - Date of Contractor Selection
- Responsibilities of the Contractor
  - Agrees to fulfill all provisions of the FAC64 statewide contract
  - Responsible for complete design, measurements, and drawings
  - Delivery, installation, testing, training, design and start up
  - Replace, modify, or upgrade existing hardware as necessary
  - Include the cost of any software licenses in bid
- Whether sub-Contractors will be allowed
- Eligible Entity Reserves right to negotiate and modify requirements with awarded Contractor
- Submittal Requirements
  - Narrative – how proposer will complete scope of work
  - Estimated timeline from release of purchase order to system live
  - Drawing Requirements
- Service/Maintenance Agreements
  - Response time guarantees desired
- Up time guarantees



## Contractor Requirements

### No surcharges

In general, no transportation, fuel, energy, insurance or any other surcharges will be allowed throughout the duration of the contract(s). However, for work done in Dukes or Nantucket Counties, Contractors **may** bill for reasonable third party travel expenses beyond normal commuting to and from the state or other Eligible Entity work site for services not covered by on-site warranty, service calls and/or a contracted maintenance plan. This includes the cost of a ferry to and from Dukes or Nantucket Counties. The definition of reasonable rates means those that are commercially available and competitive with other services companies.

### No pre-payments

Contractor must not request any form of pre-payments by the Eligible Entity before the service is rendered. For special projects implemented in phases, by mutual agreement of the Eligible Entity and the Contractor, invoices must be issued after each phase is completed to the Eligible Entity's satisfaction.

### Delivery

Contractor(s) must deliver equipment and/or supplies statewide, including the islands. Delivery must be F.O.B. destination with no delivery or travel expenses paid by the Eligible Entity, with the exception noted for Dukes and Nantucket Counties.

### Negotiation

Eligible Entities have the right to negotiate pricing or other aspects of purchases within the scope of the contract and are encouraged to do so.

### Pre-Installation

It is the Contractor's responsibility, prior to delivery, to survey and review the particular installation location to ensure the existing proposed location will meet the manufacturer's established installation criteria. Should the proposed installation location not meet established installation criteria, the Contractor and the Eligible Entity will attempt to locate an alternate mutually agreeable location for the equipment at the particular site.

Contractors not familiar with any location are strongly advised to personally view those locations prior to delivery. A lack of familiarity with an installation location will in no way relieve a Contractor from its responsibility to fulfill its contractual obligations.



## **Installation**

### **Compliance with Regulatory Requirements**

Contractor must maintain full compliance with all Regulatory Licensure Boards' (State Board of Electrical Examiners, Department of Public Safety) licensing requirements for all work.

### **Cabling and Cable Associated Hardware**

Cabling and associated hardware that is installed under this contract must be used for the security, surveillance, monitoring, and/or access control system. For cabling used for other purposes, use the current statewide contract for Data Infrastructure (Non-Construction related low voltage) Cabling Services and Maintenance, ITC45, or its successor.

### **Labels with Warranty Period**

Contractor must affix a label or decal to the control device for any equipment at the time of installation showing warranty period by dates, and the name, address, and telephone number of the OEM or Reseller responsible for warranty service of the equipment.

A successful installation is constituted by the product, equipment or system being fully capable of functioning to its fullest capacity and according to its design and is unencumbered by flaws resulting from poor installation. System Acceptance (final sign-off) will be provided by the user entity acknowledging final acceptance of a successful installation. System Acceptance cannot be unreasonably withheld by any entity, the contract manager or the project manager.

## **Post-Installation**

Contractor must be responsible for all installation of equipment and/or supplies and removal of all package material from the premises in coordination with the Eligible Entities instructions. For off-site monitoring services, Contractor must ensure there are systems current to meet the needs of the Commonwealth and remain current against intrusive/invasive systems that could compromise the installed system(s).

## **Anticipated Service Disruption**

Contractor must coordinate with the Eligible Entity for any anticipated service disruption. If anticipated disruption is scheduled the Contractor must provide a minimum of 24 hours' notice to the Eligible Entity.



## Training and Training Materials

Category 2, Category 2A, and Category 3 Contractors must provide significant training to designated personnel within the Eligible Entity during the final system testing and start-up phase of the project. The Contractor and Eligible Entity shall mutually agree on the duration as well as the location and schedule of the training. Training materials include, but are not limited to books, handouts, software, or customized training videos will be provided by the Contractor and will be given to the Eligible Entity at no additional cost, as agreed upon by the parties.

## Software Licenses

Where applicable, the cost of software licenses should be included in the Service Maintenance Agreement. Eligible Entities may also purchase software licenses separate from any Service Maintenance Agreements. Software licenses should be purchased through the Contractor who installed the equipment/system.

## Service Maintenance Plans

Category 2 Contractors must be able to provide service/maintenance agreements with various service levels available to the Eligible Entity at negotiated rates for repair and service work performed after the warranty period. The service/maintenance plan shall include various levels of Contractor response times available to the Eligible Entity. Contractors must offer an immediate response plan with 24x7x365 availability. Eligible Entities will negotiate pricing for service/maintenance plans with the Contractor.

Eligible Entities are encouraged to enumerate the requirements desired for any service/maintenance plan at the time of quote so total cost of ownership can be factored into award decisions. Some elements to consider when requesting a service/maintenance agreement include: Response time guarantees, up time guarantees, quality requirements, and penalties.

## Product Warranty

Contractors must provide a standard warranty for all equipment of at least 1 year in length. Eligible Entities may purchase extended warranties with Contractors at negotiated pricing. Please see each Contractor's price file on COMMBUYS for information regarding the availability of extended warranties.



## Strategic Sourcing Services Team (SSST)

| <u>Name</u>      | <u>Eligible Entity</u>                  |
|------------------|-----------------------------------------|
| Randal Cabral    | Department of Public Health             |
| Randy Clarke     | MBTA                                    |
| Michael Courtney | Bureau State Buildings                  |
| David Crouse     | Massachusetts State Police              |
| Donald Denning   | City of Boston                          |
| Nancy Fitzgerald | Department of Fire Services             |
| Roger Gauthier   | Department of Public Health             |
| Sylvain Kabeya   | Massachusetts Rehabilitation Commission |
| Adam Peters      | MBTA                                    |
| Charles Plungis  | Operational Services Division           |
| Korina Senior    | Department of Fire Services             |



## Contractor Table

| Contractor                          | MBPO                                              | Categories |   |    |   | Contact              | Phone                  | Email                                                                            |
|-------------------------------------|---------------------------------------------------|------------|---|----|---|----------------------|------------------------|----------------------------------------------------------------------------------|
|                                     |                                                   | 1          | 2 | 2A | 3 |                      |                        |                                                                                  |
| Access Control Systems Inc.         | <a href="#">PO-14-1080-OSD01-OSD10-0000000037</a> |            | X |    |   | Charles R. Patterson | 603-249-9820           | <a href="mailto:charlie@a-c-s.biz">charlie@a-c-s.biz</a>                         |
| Advanced Alarm Systems Inc.         | <a href="#">PO-14-1080-OSD01-OSD10-0000000039</a> |            | X | X  |   | Kevin C Fitzpatrick  | 508-726-4565           | <a href="mailto:kevin@80044alarm.com">kevin@80044alarm.com</a>                   |
| American Alarm                      | <a href="#">PO-14-1080-OSD01-OSD10-0000000040</a> |            | X | X  | X | Larry Movsessian     | 781-859-2055           | <a href="mailto:Lmovsessian@americanalarm.com">Lmovsessian@americanalarm.com</a> |
| Autoclear LLC                       | <a href="#">PO-14-1080-OSD01-OSD10-0000000041</a> | X          |   |    |   | Alan Martin          | 973-826-0504           | <a href="mailto:alanm@a-clear.com">alanm@a-clear.com</a>                         |
| Aventura                            | <a href="#">PO-14-1080-OSD01-OSD10-0000000042</a> | X          |   |    |   | Lavonne Lazarus      | 631-300-4000 ext. 7125 | <a href="mailto:llazarus@aventuracctv.com">llazarus@aventuracctv.com</a>         |
| BCM Controls Corporation            | <a href="#">PO-14-1080-OSD01-OSD10-0000000044</a> |            | X |    |   | Steven Feinberg      | 781-933-8878           | <a href="mailto:feinbergs@bcmcontrols.com">feinbergs@bcmcontrols.com</a>         |
| CEIA USA Ltd.                       | <a href="#">PO-14-1080-OSD01-OSD10-0000000045</a> | X          |   |    |   | Luca Cacioli         | 330-405-3190           | <a href="mailto:sales@ceia-usa.com">sales@ceia-usa.com</a>                       |
| Dugmore & Duncan, Inc.              | <a href="#">PO-14-1080-OSD01-OSD10-0000000046</a> |            |   |    | X | Skip Reid            | 339-788-2019           | <a href="mailto:skip@dugmore.com">skip@dugmore.com</a>                           |
| Electronic Security Control Systems | <a href="#">PO-14-1080-OSD01-OSD10-0000000047</a> | X          | X |    | X | Ben Jacobellis       | 781-271-0830           | <a href="mailto:benny3@escsinc.com">benny3@escsinc.com</a>                       |
| ENE Systems                         | <a href="#">PO-14-1080-OSD01-OSD10-0000000048</a> | X          | X | X  |   | Jill Murray          | 781-828-6770           | <a href="mailto:jmurray@enesystems.com">jmurray@enesystems.com</a>               |
| FTG Security                        | <a href="#">PO-14-1080-OSD01-OSD10-0000000095</a> |            | X |    |   | Brian Ingalls        | 339-502-6619           | <a href="mailto:bingalls@isyscc.com">bingalls@isyscc.com</a>                     |
| Galaxy Integrated Technologies      | <a href="#">PO-14-1080-OSD01-OSD10-0000000054</a> |            | X |    |   | John Gulezian        | 617-202-6388           | <a href="mailto:john@galaxyintegrated.com">john@galaxyintegrated.com</a>         |
| Go Technologies                     | <a href="#">PO-14-1080-OSD01-OSD10-0000000055</a> | X          | X |    | X | Michael Kotwicki     | 508-881-2077           | <a href="mailto:mike@gosecuritysolutions.com">mike@gosecuritysolutions.com</a>   |
| Graybar Electric Company Inc.       | <a href="#">PO-14-1080-OSD01-OSD10-0000000057</a> | X          |   |    |   | Michael Teahan       | 617-721-4041           | <a href="mailto:michael.teahan@graybar.com">michael.teahan@graybar.com</a>       |
| Industrial Video Control            | <a href="#">PO-14-1080-OSD01-OSD10-0000000091</a> | X          |   |    |   | Ric Bonnell          | 617-467-3059 ext. 103  | <a href="mailto:rbonnell@ivcco.com">rbonnell@ivcco.com</a>                       |
| Integrated Security, Inc.           | <a href="#">PO-14-1080-OSD01-OSD10-0000000093</a> | X          |   |    | X | Bradford Dowdall     | 508-623-1413           | <a href="mailto:bdowdall@isi-security.com">bdowdall@isi-security.com</a>         |
| Ironman Inc.                        | <a href="#">PO-14-1080-OSD01-OSD10-0000000097</a> | X          |   |    |   | James L. Hatch       | 989-386-8975           | <a href="mailto:ironman@ironmans.net">ironman@ironmans.net</a>                   |



OPERATIONAL SERVICES DIVISION

| Contractor                                                    | MBPO                                               | Categories |   |    |   | Contact               | Phone                 | Email                                                                              |
|---------------------------------------------------------------|----------------------------------------------------|------------|---|----|---|-----------------------|-----------------------|------------------------------------------------------------------------------------|
|                                                               |                                                    | 1          | 2 | 2A | 3 |                       |                       |                                                                                    |
| (J&M Brown Company, Inc.)<br>Spectrum Integrated Technologies | <a href="#">PO-14-1080-OSD01-OSD10-0000000098</a>  |            | X |    |   | Steven A. Feldman     | 617-522-8800          | <a href="mailto:sfeldman@spectrumit.com">sfeldman@spectrumit.com</a>               |
| Lan-Tel Communications, Inc.                                  | <a href="#">PO-14-1080-OSD01-OSD10-0000000102</a>  |            | X |    |   | Kate Waldron          | 781-551-8599          | <a href="mailto:kwaldron@lan-tel.com">kwaldron@lan-tel.com</a>                     |
| MEC Technologies LLC                                          | <a href="#">PO-14-1080-OSD01-OSD10-0000000104</a>  |            | X |    |   | James Brookshire      | 978-935-3118          | <a href="mailto:jbrookshire@themecteam.com">jbrookshire@themecteam.com</a>         |
| Minuteman Security Technologies                               | <a href="#">PO-14-1080-OSD01-OSD10-0000000110</a>  |            | X | X  | X | Joseph Lynch          | 978-783-0018          | <a href="mailto:jlynch@minutemanst.com">jlynch@minutemanst.com</a>                 |
| NET Technologies, Inc.                                        | <a href="#">PO-14-1080-OSD01-OSD10-0000000111</a>  |            | X |    |   | Steven Capolupo       | 978-517-4123          | <a href="mailto:scapolupo@ntisys.com">scapolupo@ntisys.com</a>                     |
| Pasek Corporation                                             | <a href="#">PO-14-1080-OSD01-OSD10-0000000112</a>  |            |   | X  | X | David Alessandrini    | 617-269-7110          | <a href="mailto:dalessandrini@pasek.com">dalessandrini@pasek.com</a>               |
| Red Hawk Fire & Security, LLC                                 | <a href="#">PO-14-1080-OSD01-OSD10-0000000115</a>  |            | X |    |   | Lisa Wallace          | 508-967-1616          | <a href="mailto:lisa.wallace@redhawkus.com">lisa.wallace@redhawkus.com</a>         |
| Setronics Corp                                                | <a href="#">PO-14-1080-OSD01-OSD10-0000000117</a>  |            | X |    |   | Greg Riedel           | 978-671-5450          | <a href="mailto:griedel@setronics.com">griedel@setronics.com</a>                   |
| Siemens Industry Inc.                                         | <a href="#">PO-14-1080-OSD01-OSD10-0000000119</a>  |            | X |    |   | Jonathan Hipsh        | 857-205-7598          | <a href="mailto:jonathan.hipsh@siemens.com">jonathan.hipsh@siemens.com</a>         |
| Signet Electronic Systems, Inc.                               | <a href="#">PO-14-1080-OSD01-OSD10-0000000121</a>  |            | X |    |   | Daniel Chauvin        | 781-871-5888          | <a href="mailto:daniel.chauvin@signetgroup.net">daniel.chauvin@signetgroup.net</a> |
| Stanley Convergent Security Solutions, Inc.                   | <a href="#">PO-14-1080-OSD01-OSD10-00000001405</a> |            | X | X  |   | Jennifer Miller       | 317-703-1510          | <a href="mailto:jennifer.miller@sbdinc.com">jennifer.miller@sbdinc.com</a>         |
| Stone & Berg Company, Inc.                                    | <a href="#">PO-14-1080-OSD01-OSD10-0000000123</a>  | X          |   |    |   | Jennie Pagano         | 508-753-3551          | <a href="mailto:stoneandberg@aol.com">stoneandberg@aol.com</a>                     |
| Sullivan and McLaughlin                                       | <a href="#">PO-14-1080-OSD01-OSD10-0000000125</a>  |            | X |    |   | Will Bissonnette      | 617-474-0500 ext. 259 | <a href="mailto:wbissonnette@sullymac.com">wbissonnette@sullymac.com</a>           |
| Surveillance Specialties, Ltd.                                | <a href="#">PO-14-1080-OSD01-OSD10-0000000128</a>  |            | X |    | X | Michael A. DeVita III | 781-760-5148          | <a href="mailto:michael.devita3@securadyne.com">michael.devita3@securadyne.com</a> |
| Tyco Integrated Security LLC                                  | <a href="#">PO-14-1080-OSD01-OSD10-0000000130</a>  | X          | X | X  |   | Kenneth Poole         | 781-355-5620          | <a href="mailto:kpoole@tyco.com">kpoole@tyco.com</a>                               |
| Valley Communications Systems, Inc.                           | <a href="#">PO-14-1080-OSD01-OSD10-0000000132</a>  |            | X |    |   | Ken MacLeod           | 413-592-4136          | <a href="mailto:kenm@valleycommunications.com">kenm@valleycommunications.com</a>   |
| Wayne Alarm Systems, Inc.                                     | <a href="#">PO-14-1080-OSD01-OSD10-0000000133</a>  |            | X | X  |   | Jeff Kahn             | 781-595-0000          | <a href="mailto:jkahn@waynealarm.com">jkahn@waynealarm.com</a>                     |