

Contract User Guide for ITC71

ITC71: Security, Surveillance, Monitoring, and Access Control System

UPDATED: June 27, 2022

Contract #:	ITC71
MMARS MA #:	ITC71*
Initial Contract Term:	June 1, 2019 – May 31, 2024
Maximum End Date:	Two (2), two-year extensions to 2028
Current Contract Term:	June 1, 2019 – May 31, 2024
Contract Manager:	Amanda Ferdinand, 617-720-3166, Amanda.Ferdinand@mass.gov
This Contract Contains:	Prompt Payment Discounts (PPD) Supplier Diversity Office (SDO) Vendors
UNSPSC Codes:	46-17-00 Security surveillance and detection

*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

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Contract Summary

This is a Statewide Contract for Security surveillance and detection. 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.

Contract Categories

This contract includes 4 categories as listed below.

- Category 1: Catalog Sales
- Category 2: Security Systems Integration (Equipment and Related Services)
- Category 3: Security Systems Monitoring Services
- Category 4: Locks, Locksmiths, Door Closures, and Related Hardware

Benefits and Cost Savings

Statewide contracts are an easy way to obtain benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, vendor management and oversight, and the availability of environmentally preferable products.

- Competitive discounts on a wide range of security products
- Competitive hourly wage rates and markups over prevailing wage
- Prompt payment discount opportunities
- Certified Supplier Diversity Office vendors
- Multiple vendors in each category for competition
- Ability to add new products/manufacturers that fit the scope of the RFR

Find Bid/Contract Documents

- To find all contract-specific documents, including the Contract User Guide, RFR, specifications, price sheets and other attachments, visit COMMBUYS.com and search for ITC71 to find related Master Blanket Purchase Order (MBPO) information.
- To find all contract-specific documents, including the Contract User Guide, RFR, specifications, and other attachments, visit COMMBUYS.com and search for ITS71 to find related Master Blanket Purchase Order (MBPO's) information. All common contract documents are located in the "Master Contract Record" Master Blanket Purchase Order (MBPO) for ITC71 and can be accessed directly by visiting Master Blanket Purchase Order PO-19-1080-OSD03-SRC3-16463.

Who Can Use This Contract

Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00;

Eligible Entities

Please see the standard list of Eligible Entities on our [Eligible Entities Which May Use Statewide Contracts](#) webpage.

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Subcontractors

The awarded vendor's use of subcontractors is subject to the provisions of the Commonwealth's Terms and Conditions and Standard Contract Form, as well as other applicable terms of this Statewide Contract. Prior approval of the customer is required for any subcontracted service of the Contract. Contractors are responsible for the satisfactory performance and adequate oversight of their subcontractors.

Construction Requirements

This contract may be used for construction, reconstruction, alteration, installation, demolition, maintenance or repair services and, if needed, associated materials. **All construction or construction related labor provided under this contract is limited to \$50,000 or less per engagement.** Any services provided that would exceed \$50,000 in labor costs must go out to a public bid.

Eligible Entities will be allowed to contract with any Contractor under Statewide Contract ITC71 for services for building or public works construction projects estimated to cost **less than \$10,000** without the need to solicit multiple written price quotations when procuring these services, unless required by the Eligible Entity's internal procurement policies and requirements. Eligible Entities must use sound business practices which require a record that includes, at a minimum, the name and address of the person from whom the services were procured.

If using Statewide Contract ITC71 for building construction or public works projects estimated to cost **between \$10,000 and \$49,999** (this amount is capped for construction or construction-related labor only), **Eligible Entities are required to solicit a minimum of at least three (3) responses from ITC71 Contractors and MUST receive two (2) written responses from ITC71 Contractors**, provided that the contract shall be awarded to the responsible person offering to perform the contract at the lowest price quotation. If the project requires additional equipment/parts/materials the costs associated with such materials may exceed \$50,000.

Tip: Buyers should request that vendors itemize their quotes so that the construction and/or construction-related services are isolated and easily identifiable. Only the labor costs are counted against the thresholds.

For purposes of construction procurement thresholds, **the act of pulling cables or wiring through existing conduits is not considered a construction activity.** The labor is however subject to prevailing wage law.

In instances where Statewide Contract ITC71 is used for construction or construction related labor in excess of \$25,000, [M.G.L.c.149 s.29](#) **payment bonds** are required from the selected Contractor. It is the responsibility of the Eligible Entity to enforce this requirement when soliciting quotes. Eligible Entities may require additional performance and payment bonds from the Contractor, which would be detailed in the Statement of Work

The terms "Construction" and "constructed" are defined by [M.G.L.c. 149 s.27D](#). It is the responsibility of the Eligible Entity to 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 s.39M](#). Information concerning specific construction requirements may be found in the [Office of the Inspector General's Public Procurement Charts](#). Chapter 30B Procurement Assistance from the Office of the Inspector General is available at mass.gov/ig/procurement-assistance. Contact the 30B Hotline at 617-722-8838 or 30BHotline@mass.gov.

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Supplier Diversity Requirements

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

When soliciting quotes, the following requirements apply:

Expected annual value of the RFQ	RFQ process requirements
Less than or equal to \$250,000/year	<ul style="list-style-type: none"> • Notify at least two small businesses capable of providing the product or service of the opportunity, if available. • Include SBPP contract language and place it prominently within the RFQ. • Evaluate bids received from, and award a contract to, an SBPP-participating small business that meets the department’s best value criteria. • Award to a large business only if there is no SBPP participating business meeting departments’ best value criteria. • Conduct a clarification/BAFO/negotiation before disqualifying an SBPP-participating business based on price or desirable criteria. • See the Best Value Evaluation of Responses to Small Procurements: A Guide for Strategic Sourcing Teams for additional guidance.
More than \$250,000/year	<ul style="list-style-type: none"> • Notify at least two diverse and/or small businesses capable of providing the product or service of the opportunity, if available. • Make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible. • Note: Departments may ask the prime Contractor for an additional SDP commitment specifically related to the Department’s purchase or engagement. SDP spending for such a purchase or engagement must be reported by the Contractor using the SDP Reporting Form directly to the Department and may not be included in any other SDP reporting filed by the Contractor.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

Pricing, Quote and Purchase Options

Pricing Options

- **Ceiling/Not-to-Exceed:** Contract discounts and other pricing published under the contract represents “ceiling” or “not-to-exceed” pricing, and may be further negotiated.

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- **Category 1 – Catalog Sales**
 - Discount % off of MSRP or List price.
- **Category 2 – Security Systems Integration (Equipment and Related Services)**
 - Products: discount % off MSRP or List price for products.
 - Services: mark-up % over prevailing wage or hourly wage rates.
- **Category 3 – Security Systems Monitoring Services**
 - Service rates.
- **Category 4 – Locks, Locksmiths, Door Closures, and Related Hardware**
 - Products: discount % off MSRP or List price for products.
 - Services: mark-up % over prevailing wage or hourly wage rates.

Product/Service Pricing and Finding Vendor Price Files

Pricing is available for download from the [Master Contract Record](#) page.

Purchasing Options

The purchase options identified below are the only acceptable options that may be used on this contract:

- Purchases made through this contract will be direct, outright purchases

Category 2, 3 and 4 may include fee for service

Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or OSDhelpdesk@mass.gov.

When contacting a vendor on statewide contract, always reference ITS71 to receive contract pricing.

Quick Search in COMMBUYS

Log into COMMBUYS, and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

Obtaining Quotes

Contract users should always reference "ITC71" when contacting vendors to ensure they are receiving contract pricing. For non-construction related purchasing it is recommended that buyers solicit multiple quotes for purchases under this statewide contract. For projects involving construction or construction related labor, please review [the Example Quoting Scenarios for Category 2 or 4](#).

For a full description of how to complete a quote in COMMBUYS visit the [Job Aids for Buyers](#) webpage, and select:

- The *COMMBUYS Purchase Orders* section, and choose *Request Quotes From Vendors on Statewide Contracts* job aid.

Instructions for MMARS Users

MMARS users must reference the MA number in the proper field in MMARS when placing orders with any contractor.

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Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [ML - 801 CMR 21](#) defines emergency for procurement purposes. Visit the [Emergency Response Supplies, Services and Equipment Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

Delivery/Returns

Delivery must be F.O.B. destination with no delivery or travel expenses paid by the Eligible Entity with the exception of deliveries to Dukes and Nantucket Counties. Contractor must deliver all purchases or initiate installation within thirty (30) business days after receipt of written order or at a time mutually agreed upon by the Eligible Entity.

Services and products/materials provided by Contractors must meet all federal, state, and local standards for quality and safety requirements. Services and products/materials not meeting standards will be deemed unacceptable and returned to a Contractor for credit at no charge to the Commonwealth.

Prevailing Wage Requirements

Services performed under Categories 2 and 4 may be subject to prevailing wage laws. Eligible Entities that utilize this contract will be considered the “awarding authority”. Eligible Entities are required to request prevailing wage rate sheets at <https://www.mass.gov/prevailing-wage-program> (or by calling 617-626-6975) and provide these to the vendor.

Vendors are responsible for complying with the Prevailing Wage law.

Category 4 – Locksmiths

Per the Massachusetts Department of Labor Standards, when covered by the prevailing wage, locksmith work falls under the carpenter rate.

Example Quoting Scenarios for Category 2 or 4

Example 1 – Construction or Construction Related Labor UNDER \$10,000

You are an Eligible Entity soliciting quotes for a Category 2 or 4 project involving construction or construction related labor. Your quote for the construction or construction related labor costs are \$8,500. Additional parts and materials will cost \$12,000. The total estimated cost of this project will be \$20,500.

STEP(S):

1. Select a vendor based on sound business practice/best value.

Example 2 – Construction or Construction Related Labor BETWEEN \$10,000 and \$50,000

You are an Eligible Entity soliciting quotes for a Category 2 or 4 project involving construction or construction related labor. Your quote for the construction or construction related labor costs are \$35,000 and another \$20,000 for pulling cables through existing conduits in your building. Additional parts and materials will cost \$80,000. The total estimated cost of this project will be \$135,000.

STEP(S):

1. **MANDATORY:** Request quotes from at least three (3) vendors on ITC71 within the same category.

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2. **MANDATORY:** Receive *at least two (2) written responses* from vendors on ITC71 within the same category.
3. **MANDATORY:** Award project to the ITC71 vendor with the *lowest responsible response*.

Example 3 – Construction or Construction Related Labor GREATER THAN \$50,000

You are an Eligible Entity soliciting quotes for a Category 2 or 4 project involving construction or construction related labor. Your quote for the construction or construction related labor costs are \$75,000. Additional parts and materials will cost \$150,000. The total estimated cost of this project will be \$225,000.

STEP(S):

1. **MANDATORY:** Eligible Entity *must* go out to public bid and *cannot* use ITC71 due to labor costs being greater than \$50,000.

How to Purchase From the Contract in COMMBUYS

Setting up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: 888-627-8283 or COMMBUYS@mass.gov.

Directly purchase a non-fixed price item (\$0 line item) through COMMBUYS

All vendor MBPO pages have a \$0.00 line item for each category they are awarded. When placing an order in COMMBUYS a contract user needs to type in the total cost of the order and may add invoice/quote information as reference either by typing in the information or attaching as a file.

Solicit quotes and select and purchase quoted item in COMMBUYS

ITC71 has "Solicitation Enabled" category MBPO pages on COMMBUYS. This feature allows COMMBUYS users to obtain quotes from multiple vendors at once from the same category. The buyer would create a Release Requisition, and then convert it to a Bid. After approval by the buyer approving officer, the bid is then sent to selected vendors to request quotes.

For more information on how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage.

Additional Information/FAQs

Banning of Dahua and Hikvision

In response to the ban enacted by [H.R.5515 - John S. McCain National Defense Authorization Act for Fiscal Year 2019](#), Section 889 on Hangzhou Hikvision Digital Technology Company and Dahua Technology Company (or any subsidiary or affiliate of such entities) products from both manufacturers are forbidden on ITC71.

Proprietary Product Exclusion

Purchase of any software package for any security purpose that is unique to one Contractor or proprietary in any manner is strictly prohibited. All included hardware and software provided by Contractors must be serviceable by companies other than the Contractor and shall be designed for service and maintenance by others. It is the goal of the

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Commonwealth to procure off the shelf platforms that can be serviced by multiple Contractors at the option of the Commonwealth. Eligible Entities may request program codes specific to each system as well as the platform on which the codes reside on.

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 Vendor'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 Vendor and the Eligible Entity will attempt to locate an alternate mutually agreeable location for the equipment at the particular site.

Vendors 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 vendor from its responsibility to fulfill its contractual obligations.

Compliance with Regulatory Requirements

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

Post-Installation

Vendor 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, Vendor 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

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

Training and Training Materials

Vendors must provide significant training to designated personnel within the Eligible Entity during the final system testing and start-up phase of a project. The vendor 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 vendor 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.

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Warranties

Vendors must provide a standard warranty for all equipment of at least 1 year in length. Eligible Entities may purchase extended warranties with vendors at negotiated pricing. Please review the ITC71 price file on COMMBUYS for information regarding the availability of extended warranties. Vendor 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.

No pre-payments

Vendor may 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 Vendor, invoices must be issued after each phase is completed to the Eligible Entity's satisfaction.

No Minimum Charge

Contractors are paid only for hours worked on location. Labor charges begin at job location and end at job location. Eligible Entity will not pay for any additional labor charges away from job location.

No Additional Fees and Surcharges

Contractors are not allowed to charge additional fees or surcharges with the exception of deliveries to Dukes and Nantucket Counties. This includes, but is not limited to, charges for permits, set-up, cleaning, freight, shipping, quotes, travel, transportation, delivery, commuting, fuel, energy, insurances, meals, lodging, and any other fee.

Statement of Work Example

Eligible Entities should provide a clear Statement of Work to the vendors 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 ITC71
- 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 Vendor Selection
- Responsibilities of the Vendor
 - Agrees to fulfill all provisions of the ITC71 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

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- 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 Vendor
- 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 guarantee

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Strategic Sourcing Team Members

- Amanda Ferdinand, OSD
- Arthur Venier, DOC
- Cindy Heywood, DOC
- Eric Josephson, City of Cambridge
- Jeff Quick, DOC
- Kristin Cafarelli, DOE
- Mark Gerrity, Trial Courts
- Nancy Fitzgerald, DFS
- Roger Gauthier, DPH
- Sergio DeMango, Town of Lexington
- Tim Kennedy, OSD

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Vendor List and Information*

Vendor Name (SDO**)	Contact Person	Phone #	Email	Categories	Regions	PPD (%-days)	SDP Commitment Percentage	SDO Certification Type
Master Contract Record ***	Amanda Ferdinand	617-720-3166	Amanda.Ferdinand@mass.gov					
Category 1 Catalog Sales ****								
Category 2 Integration ****								
Category 3 Monitoring ****								
A W Gifford, Inc.	Denice Outhuse	413-732-8951	denice@giffordlock.com	4	1	2%-10	2%	
Access Control Systems, Inc.	Tim Kirk	603-248-9820	sales@a-c-s.biz	1 and 2	All	1%-10; 0.5%-15; 0.1%-20	1%	
Advanced Alarm Systems, Inc.	Kevin C. Fitzpatrick	508-675-1937	kevin@80044alarm.com	2 and 3	2, 4, and 5	2%-10; 1.5%-15; 1%-20	5%	
ADT COMMERCIAL LLC	James McDonald	774-218-5140	jamesmcdonald@adt.com	All	All	2%-15	6%	
Alarm New England (SSH3, Inc. dba Sonitrol New England)	Ana Goncalves	860-616-7544	ana.goncalves@alarmnewengland.com	2 and 3	All	3%-10; 2%-15; 0.25%-20	15%	
American Alarm & Communications, Inc.	Barry Chisholm	781-859-2051	bchisholm@americanalarm.com	2 and 3	All	1%-30	1%	
American Service Company	Sarah Kelly	617-471-5953	skelly@americanservicecompany.com	1, 2, and 3	2, 3, 4, and 5	2%-30	1%	
Autoclear, LLC	Alan Martin	973-525-7312	alanm@autoclear.com	1 and 2	All	1%-10	1%	
Ayacht Technology Solutions, LLC	Beverley A. Denio	978-558-0166	bdenio@ayacht.com	2	All	1%-10; 0.5%-15; 0.25%-20	3%	
Barrett Security and Surveillance	Rick E. Barrett Jr.	617-268-8078	brttrod@aol.com	1 and 2	All	10%-10; 8%-15; 6%-20; 4%-30	10%	
BCM Controls Corporation	Steve Feinberg	781-897-5160	feinbergs@bcmcontrols.com	2 and 3	All	3%-15; 2%-20; 1%-30	5%	
BeSafe Technologies Inc.	Michael O'Keefe	508-815-3540	mokeefe@besafe.net	2	All	5%-10; 4%-15; 3%-20; 2%-30	1%	
Boston Electric and Telephone Corp	Hiram Falfan	617-828-9608	hiram@betcorp.com	1 and 2	2, 3, 4, and 5	2%-15	2%	
BSA Security Integrators (Bay State Alarm Security, Inc. dba BSA Security Integrator) SDVOBE	TJ Murphy	508-485-1174 x113	tj@bsasi.com	All	All	2%-10; 1.5%-15; 1%-20	3%	
CC-Teknologies Inc.	Robert Armstrong	781-767-7640	rob@cc-tek.net	All	All	3%-10; 2%-15; 1%-20	3%	

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Vendor Name (SDO**)	Contact Person	Phone #	Email	Categories	Regions	PPD (%-days)	SDP Commitment Percentage	SDO Certification Type
Ceia USA Ltd.	Jep Poole	440-836-2889	jpoole@ceia-usa.com	1	All	1%-15	6%	
Collins Electric	Mike Angelica	413-598-1024	mangelica@ce1906.com	2	1 and 2	1.5%-10; 1%-20	10%	
Comm-Tract Corp	Rod Jenks	781-890-5070 x6927	rjenks@comm-tract.com	2	All	4%-10; 3%-15; 2%-20; 1%-30	5%	
Convergint Technologies (DG investment Intermediate Holdings 2)	Helio Leal	617-831-5558	helio.leal@convergint.com	1, 2, and 3	All	2%-30	1%	
Craftmaster Hardware	Kevin Driscoll	508-661-9632	kdiscoll@craftmasterhardware.com	1	All	2%-10; 1%-15	6%	
CSDNET (Networked Educational Technologies Ltd. dba CSDNET)	Fred Zappollo	631-924-7474	fred.zappollo@csdnet.net	1 and 2	All	3%-10; 2%-15; 1%-20	10%	
CSY Technologies	Richard Netinho	774-202-7258	rnetinho@csytech.com	1 and 2	All	3%-10; 2%-15; 1%-20	5%	
Custom Computer Specialists, Inc.	Suzanne McLaughlin	401-775-1286	smclaughlin@customonline.com	2	All	1%-30	1%	
D.H. Pace Company, Inc. dba. Pasek Corporation	David Alessandrini	617-269-7110 x112	dalessandrini@pasek.com	All	All	2%-15	1%	
Dugmore & Duncan, Inc.	Skip Reid	781-927-2118	skip@dugmore.com	1 and 4	All	2%-10	1%	
ECI Systems	Kellie Porter	603-458-6506	kellie.porter@ecintegrated.com	2	All	1%-20	2.50%	
Electronic Security and Control Systems Inc.	Ben Jacobellis	781-271-0830	benny3@escsinc.com	2, 3, and 4	All	2%-10; 1%-15; 0.5%-30	1%	WBE
ENE Systems, Inc.	John Doherty	781-828-6770	jdoherty@enesystems.com	All	All	1%-30	2%	
ePlus Technology	Steve Low	781-615-1314	slow@eplus.com	1	All	2%-10; 1%-30	2%	
FRANK H PERRY III dba. White Hawk Alarm & Security	Frank Perry	978-597-8800	whitehawkalarm@gmail.com	All	1, 2, 3, and 4	3%-10; 2%-30	1%	
FS Systems Inc.	Cheryle O'Sullivan	781-754-7310	cosullivan@fssystemsin.com	1, 2, and 4	All	3%-10; 2.5%-15; 2%-20; 1%-30	10%	
Galaxy Integrated Technologies, Inc.	John Gulezian	617-202-6388	johnng@galaxyintegrated.com	1, 2, and 4	All	3%-10; 2%-15; 1%-20	10%	
Graybar Electric Company Inc.	John Ryan	781-205-8719	john.ryan1@graybar.com	1	All	1%-10	1%	
Hayden Safe & Lock Co., Inc.	John Whitmarsh	978-265-5837	john@haydenlock.com	1 and 4	3 and 4	5%-10; 4%-15; 3%-20; 2%-30	5%	
HEI Security	Brian Nelson	801-784-4163	brian.nelson@heisecurity.com	1, 2, and 4	1, 2, and 3	1%-10	10%	
Industrial Video & Control Co. LLC	Dipak Sagar	617-467-3059 x122	dsagar@ivcco.com	1	All	2%-10; 1%-15	5%	

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OPERATIONAL SERVICES DIVISION

Vendor Name (SDO**)	Contact Person	Phone #	Email	Categories	Regions	PPD (%-days)	SDP Commitment Percentage	SDO Certification Type
Ironman Inc.	James Hatch	508-594-8038	commbuys@ironmans.net	1	All	2%-10; 1.5%-15; 1%-20; 0.5%-30	5%	
Tyco Fire & Security Management Inc dba Johnson Controls Security Solutions	Alison Jaclyn	781-953-1883	alison.jaclyn.scali@jci.com	1, 2, and 3	All	2%-10; 1%-15	10%	
K & M Communications Corp.	Melanie Correia	508-857-2011 x106	accounting@kandmcommunications.com	2, 3, and 4	All	2%-15; 1%-30	10%	VBE
Kamco Supply Corp.	Brian Messina	781-897-7221	bmessina@kamcoboston.com	4	2, 3, 4, and 5	2%-10; 1%-20	2%	
KNE Corporation	Victor Conklin	781-762-8344	victor@knecorp.com	4	All	2%-10	1%	
LAN-TEL Communications, Inc.	Dennis Drain	781-352-4134	ddrain@lan-tel.com	2 and 3	All	3%-10; 2.5%-15; 2%-20; 1%-30	5%	
McDonald Electrical Corporation	Nick Flynn	339-205-2227	nflynn@mcdonaldcorp.com	1, 2, and 3	All	2%-20; 1%-30	10%	
Minuteman Security Technologies	John Mendonca	978-783-0018	johnm@minutemanst.com	2, 3, and 4	All	2%-10; 1%-15	5%	
New Era Technology NE (Future Technologies Group LLC)	Kate Waldron	617-502-1248	Kate.Waldron@NewEraTech.com	2 and 3	All	3%-15; 1%-20	7%	
NOREL Service Co., Inc.	George Aguiar	781-768-5500 x111	gaguiar@norelservice.com	1, 2, and 3	2, 3, 4, and 5	2.5%-10; 1.5%-15; 1%-20	10%	VBE
Ockers Company	Jason Houser	508-586-4642	jasonh@ockers.com	1 and 2	All	3%-10; 2%-20; 1%-30	3%	
Plastic Card Systems, Inc.	Donald Axline	508-351-6210 x102	daxline@plasticard.net	1 and 2	All	2%-10; 1%-15	10%	WBE
Presidio Networked Solutions, LLC.	Drew Koellmer	781-638-2379	dkoellmer@presidio.com	1 and 2	All	1%-10	2%	
Schneider Electric Buildings Americas, Inc.	Thomas Sullivan	978-994-8378	Thomas.sullivan@se.com	2	2, 3, 4, and 5	2%-10	10%	
Surveillance Specialties, Ltd. dba Allied Universal Technology Services	Michael Devita, III	978-253-5023	michael.devita3@aus.com	1, 2, and 3	2, 3, 4, and 5	1.75%-10; 1.5%-15; 1.25%-20	5%	
Security101 (Advanced Security Integration dba Security101)	Main Office	1-800-991-4170	support@security101ne.com	All	All	1%-10	15%	
Setronics Corp.	Brian LaCroix	978-671-5450	blacroix@setronics.com	2, 3, and 4	All	1%-10	10%	
SIGNET Electronic Systems, Inc.	Gregory S. Hussey	781-871-5888	greg.hussey@signetgroup.net	2	All	2.5%-10; 1.5%-15; 1%-20	3%	

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OPERATIONAL SERVICES DIVISION

Vendor Name (SDO**)	Contact Person	Phone #	Email	Categories	Regions	PPD (%-days)	SDP Commitment Percentage	SDO Certification Type
Sonet Electrical Systems, LLC	Tom Cavanaugh	617-242-6569 x222	tcavanaugh@sonetelectrical.com	2	3, 4, and 5	2%-10; 1.5%-15; 1%-20	1%	
Siemens Industry Inc.	Jonathan Hipsh	857-205-7598	jonathan.hipsh@siemens.com	2 and 3	All	1%-30	5%	
Spectrum Integrated Technologies (J&M Brown Company, Inc. dba Spectrum Integrated Technologies)	Steven Feldman	617-522-8800	sfeldman@spectrumit.com	2	All	1%-10; 0.5%-15; 0.25%-20	5%	
Stanley Convergent Security Solutions, Inc.	Larry Movsessian	781-460-4528	larry.movsessian@sbdinc.com	All	All	2%-10; 1%-30	5%	
State Electric Corp.	Jeff Flynn	978-341-5181	jflynn@stateelectriccorp.com	1 and 2	All	2.25%-10; 1.5%-15; 1.25%-20; 1%-30	10%	
Stone & Berg Company, Inc.	Jeremy Conroy	978-973-4711	j_conroy@mac.com	1	All	2%-20	2%	WBE
Sullivan and McLaughlin	Maeve Comer Marshall Jones	617-474-0500 Ext. 275 617-593-0985	mcomer@sullymac.com mjones@sullymac.com	2	All	5%-10; 4%-15; 3%-20; 2%-30	10%	
Unified Networking Solutions	Brian McDonald	508-203-7162	bmcdonald@unifieditsupport.com	1 and 2	All	4%-10; 3%-15; 2%-20; 1%-30	5%	
Utility Communications, Inc.	Barbara Gengareilly	203-287-1306	barbarag@utilitycommunications.com	1	All	2%-10; 1%-15; 0.5%-20; 0.25%-30	3%	
Valley Communications Systems, Inc.	Jim Page	413-386-6221	jimp@valleycommunications.com	2	All	1.5%-10; 1%-15	5%	
Viscom Systems Inc.	Bill Clements	617-864-3676	bill.c@viscomsystems.com	1 and 2	2, 3, 4, and 5	2.5%-10; 1.5%-15; 1%-20	10%	
Wayne Alarm Systems, Inc.	Paul Verruto	781-595-0000 x426	pverruto@waynealarm.com	2 and 3	2, 3, 4, and 5	2%-15; 1%-30	7%	
Whalley Computer Associates, Inc.	Paul Whalley	413-569-4200	wcabiz@wca.com	2	All	1%-10	10%	

* COMMBUYS is the official system of record for vendor contact information.

** SDO – Supplier Diversity Office. Vendors with SDO certifications have their certification listed with their vendor name.

*** The Master Contract Record page holds additional information such as the ITC71 RFR and ITC71 Master Price File.

**** Category pages in COMMBUYS are solicitation enabled to allow for convenient quoting in COMMBUYS.

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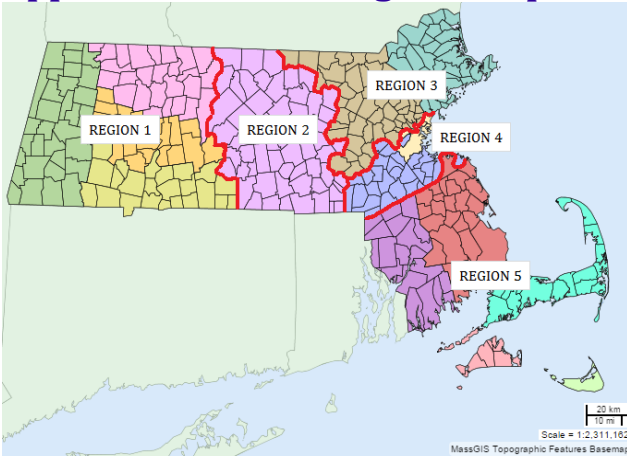
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Contract User Guide for ITC71

Appendix A: ITC71 Regions Map



Region 1: <ul style="list-style-type: none"> • Berkshire County • Franklin County • Hampden County • Hampshire County 	Region 4: <ul style="list-style-type: none"> • Norfolk County • Suffolk County
Region 2: <ul style="list-style-type: none"> • Worcester County 	Region 5: <ul style="list-style-type: none"> • Barnstable County • Bristol County • Dukes County • Nantucket County • Plymouth County
Region 3: <ul style="list-style-type: none"> • Essex County • Middlesex County 	

Appendix B: Contract Categories

Category 1: Catalog Sales

This category is only for catalog sales for security equipment and supplies that is within the scope of this contract.

Category 2: Security Systems Integration (Equipment and Related Services)

This category is to provide security integration services; specifically the Contractor must be able to provide equipment, systems, supplies, installation, design services, training, service and maintenance, and technical support for all equipment and related services. This includes, but is not limited to: configuration and integration of security, camera, access control, or ID systems and supplies; lobby turnstiles; vehicle access barriers; command centers; detection systems (including x-ray machines, metal detectors, full-body scanners, explosives, narcotics, vehicle-borne, environmental, buried cable, fence, or infrared detection systems); racks, housings, security consoles, mounts, stand-alone computers, secured data storage (local and/or cloud), encrypted data transmission (wired, wireless, and/or cloud-based) and the ability to track encrypted data transmissions; and furniture/fixtures when designed or purchased for use in a security application.

Category 3: Security Systems Monitoring Services

This category is to provide security systems monitoring services in following types of locations: facilities (buildings, garages, tunnels, etc.), campuses (groups of buildings, that may include fencing and gates, etc.), and residential group homes. Category 3 is for system monitoring services ONLY. Contractors wishing to provide both monitoring and installation services must submit proposals under both Category 2 and Category 3.

Category 4: Locks, Locksmiths, Door Closures, and Related Hardware

This category is to provide full-service installation, maintenance, and catalog sales of locks, accessories, and related equipment. This includes, but is not limited to padlocks, locks, keys, mortis locks, lock cylinders, auxiliary, deadbolt, door closures, key making machines, supplies and repair parts, handicap door openers, panic bars, hasps and hasp locks, institutional locks and door systems (paracentric locks, high security mogul locks, sliding door operators-institutional) and accessories, safes, and locksmith tools or security supplies.

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