City of Schertz

City of Schertz

Access Control Upgrade

7-30-2020

July 30th, 2020
Mr. Myles Clauser, CPM, CGCIO
City of Schertz

Dear Mr. Clauser,

I am pleased to present DAC's follow up to our budgetary proposal for the City of Schertz. After having the opportunity to walk and review all of the existing facilities and having continued conversation with your responsive staff we would like to offer you this firm quote for our services. Our entire team is enthusiastic about the prospect of serving as your integrated solutions provider. We look forward to enhancing our relationship through participation in this project. We are committed to integrity and quality, and we are proud of our record and reputation.

Selecting the right team to help you recognize and address your business challenges is vital to creating value and delivering a project on time, on budget and to the high standards of quality you expect. I personally select our team leaders to ensure they have the experience and personal attributes needed to serve you with distinction and dedication throughout the course of your program.

A smooth project is, of course, of great importance to you and DAC. We have a wealth of experience in providing innovative solutions and look forward to delivering them to the City of Schertz. Our team has the requisite experience to manage any program efficiently and to deliver solutions that meet the highest levels of sustainability and feasibility.

You strive for quality and reliability for the City of Schertz and providing those attributes is critical to your continued success. DAC is the firm chosen by project teams when quality and reputation are of the utmost importance. We anticipate teaming with you to meet the needs of this program and look forward to meeting soon as part of the contract team.

Thank you for your consideration. We are committed to exceeding your expectations.

Respectfully,

Roy Charbonneau
Manager Central Texas
DAC, Inc.

Quote

ASSUMPTIONS

We are pleased to provide the City of Schertz DAC's quote for the above referenced Access control installation. This proposal is based on utilizing the existing door hardware, power supplies and panel enclosures. This proposal includes all material and labor necessary for the installation of Open Options DNA Fusion software and licenses that will be loaded on a server provided by the City of Schertz, 2 Open Options DNA Fusion Hard Client licenses to be loaded on work stations provided by the city of Schertz, licensing for 6 Web Client Users, a license for 10 mobile viewers and an Ocularis video Integration license to integrate video and access control. The proposal also includes a double-sided badge printer with associated licensing, camera, and stand that integrates with one of the selected hard clients. The proposal includes all new Open Options access control panels to be installed in each building to bring the existing door hardware into a single platform.

All Terms and conditions are agreed to under DAC Inc's DIR Contract # DIR-TSO-3647

Building 01 City Hall

- 10 Doors of Access Control
- 1 Intelligent IP Control Panel
- 5 One Door Sub-Panels
- 1 Optically Isolated Hubs
- All Licensing to support AD Locks

Building 02 Administration

- 4 Doors of Access Control
- 1 Intelligent IP Control Panel
- 4 One Door Sub-Panels
- 1 Optically Isolated Hub

Building 06 Police

- 10 Doors of Access Control
- 1 Intelligent IP Control Panel
- 9 One Door Sub-Panels
- 1 Optically Isolated Hub

Building 07 EMS1

- 14 Doors of Access Control
- 1 Intelligent IP Control Panel
- 2 One Door Sub-Panels
- 2 Optically Isolated Hubs
- All Licensing to support AD Locks

Building 08 Fire 1

- 13 Doors of Access Control
- 1 Intelligent IP Control Panel
- 3 One Door Sub-Panels
- 2 Optically Isolated Hubs
- All Licensing to support AD Locks

Building 09 Facility Maintenance

- 8 Doors of Access Control
- 1 Intelligent IP Control Panel
- 6 One Door Sub-Panels
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 10 Public Works #2

- 4 Doors of Access Control
- 1 Intelligent IP Control Panel
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 11 Public Works #1

- 2 Doors of Access Control
- 1 Intelligent IP Control Panel
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 16 Fire #2 EMS #3

- 10 Doors of Access Control
- 1 Intelligent IP Control Panel
- 10 One Door Sub-Panels
- 1 Optically Isolated Hub

Building 17 Marion

- 2 Doors of Access Control
- 1 Intelligent IP Control Panel
- 4 One Door Sub-Panels
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 18 Library

- 12 Doors of Access Control
- 1 Intelligent IP Control Panel
- 5 One Door Sub-Panels
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 19 YMCA

- 6 Doors of Access Control
- 1 Intelligent IP Control Panel
- 1 One Door Sub-Panel
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 22 Animal Adoption

- 11 Doors of Access Control
- 1 Intelligent IP Control Panel
- 1 One Door Sub-Panel
- 2 Optically Isolated Hubs
- All Licensing to support AD Locks

Building 23 Aquatic Center

- 11 Doors of Access Control
- 1 Intelligent IP Control Panel
- 1 Optically Isolated Hub
- All Licensing to support AD Locks

Building 24 Bunker

- 2 Doors of Access Control
- 1 Intelligent IP Control Panel
- 1 Optically Isolated Hub

Building 30 Fire #3

- 29 Doors of Access Control
- 29 One Door Sub-Panels
- 1 Intelligent IP Control Panel
- 1 Optically Isolated Hub

PRICING SUMMARY

Project Cost

DAC is please to provide all material and labor to install Open Options Access Control panels at 16 separate buildings for a total of 148 doors. DAC will load DNA Fusion software and licenses on server provided by the customer and program all doors and access control credentials into the system. DAC will test each door for proper operation and provide As-Built drawings at the end of the project.

The following DIR Pricing meets or exceeds the requirements listed in DAC's DIR Contract # DIR-TSO-3647. Appendix C of DIR-TSO-3647 is attached below which is a quick reference for our listed DIR Customer discount percentages

TOTAL INVESTMENT $ 164,415.41

Description	Manufacturer	Part #	QTY	MSRP	MSRP Total	DIR Ea	Discounted Totals	DIR Discount % Required	Actual Discount Applied
Intelligent Controller	Open Options	SSP-D2-A	16	$ 2,074.00	$ 33,184.00	$ 1,191.05	$ 19,056.80	43%	43%
Door controller	Open Options	RSC-1-A	77	$ 482.00	$ 37,114.00	$ 276.80	$ 21,313.60	43%	43%
Access Control Software	Open Options	DNA-2100	1	$ 11,320.00	$ 11,320.00	$ 6,500.79	$ 6,500.79	43%	43%
9 Channel Hub	Open Options	OPTOHUB	19	$ 1,376.00	$ 26,144.00	$ 790.20	$ 15,013.80	43%	43%
AD Lock License 10 Pack	Open Options	OO-AD-10	5	$ 1,104.00	$ 5,520.00	$ 634.00	$ 3,170.00	43%	43%
Ocularis Integration	Open Options	OO-ONSSI-A	1	$ 7,350.00	$ 7,350.00	$ 4,220.92	$ 4,220.92	43%	43%
Web Clients	Open Options	DNA-WEBSVC	3	$ 1,050.00	$ 3,150.00	$ 602.99	$ 1,808.97	43%	43%
Fusion Mobil 5-A	Open Options	5-A	2	$ 1,050.00	$ 2,100.00	$ 602.99	$ 1,205.98	43%	43%
Badging Station	Open Options	DNA-IPID-CAM	1	$ 5,790.00	$ 5,790.00	$ 3,325.05	$ 3,325.05	43%	43%
Dual Sided Badge Printer	Fargo	DTC4500	1	$ 8,444.00	$ 8,444.00	$ 4,849.18	$ 4,849.18	43%	43%
Head End Conversion Materials	Various	DAC HE	16	$ 1,000.00	$ 16,000.00	$ 700.00	$ 11,200.00		30%
Door Enclosure Conversion Materi	Various	DAC DE	77	$ 200.00	$ 15,400.00	$ 140.00	$ 10,780.00		30%
Cable	CAT6/18-4/18-2	Plenum	16	$ 334.39	$ 5,350.24	$ 257.00	$ 4,112.00		23%
Material Totals					$176,866.24		$106,557.09		
Labor					$ 95,338.85		$ 57,858.32		39%
Grand Totals					$272,205.09		$164,415.41		32%

David Lewis
Business Development Central Texas
DAC, Inc.
Cell: 210-870-9132
Email: dlewis@dac-inc.com

PROJECT TEAM

LOCAL EXECUTION

DAC employs approximately 120 people in the State of Texas, of which more than 85% are dedicated to engineering, project management, technology and installation. We are prepared to execute the City of Schertz access control upgrade project and have resources ready to allocate to this project immediately.

DAC understands the complexity of your project and the rigors of maintaining a functional Access Control System during transition to a new platform. Our team members represent an efficient model of delivering a project under these requirements. We've been diligent in allocating resource loads across all phases of construction and technology migration to ensure the project is well designed, executed with precision, fully commissioned and turned over to the City of Schertz for a long-term operation.

INSTALLATION

To maintain an agreed installation schedule, DAC will structure our installation team(s) to work in tandem in various areas of the project if required. Our team(s) will be responsible for specific areas of the project with a Project Foremen assigned to the responsibilities of completing the work efficiently. Using our own installation forces allows DAC to better control the project schedule, effectively load manpower when necessary, coordinate with onsite trades, and control cost and quality.

Testing Procedure

Prior to beginning work at each site, in phase 1 of this project there will be a complete testing of each door in their existing condition. Any discrepancies that require hardware to be replaces will be noted and accounted for in phase II of this project. The last two pages are examples of the two types of doors we will be working on.

Once the door has been moved from the old system and put online with the new Open Options server the door will be tested again to ensure that the door performs the same or better on the new system.

The following is an example form that will be completed in the pre-test phase as well as the post swap phase

City of Schertz, City Hall

Project Name:		City of Schertz City Hall					Intelligent Controller Settings		Intelligent Controller Settings		Functional Test							
System		Open Options					IP		IP		Test Date							
Type		Access Control					Subnet		Subnet		Testing Tech							
Contact info		DAC Service Dept: (713)975-8160					Gateway		Gateway		Customer Acknowledgmen							
							Patch/Switch Port		Patch/Switch Port									
Door ID	Name	Floor	Drawing	Hardware Type	Hardware Set	Reader	Panel Location	Reader Port	Input Port	Output Port	Card Read	Lock	DPS	Egress Motion	Egress Button	Force Door	Held Open	Comment
Door-001		1	Page 1	Strile		Prox Pro												
Door-002		1	Page 1	RIM Strike	9600	AptiQ												
Door-003		1	Page 1	Strike	HES5000	Prox Pro												
Door-004		1	Page 1	AD300														
Door-005		1	Page 1	AD300														
Door-006		1	Page 1	Strike	HES5000	AptiQ												
Door-007		1	Page 1	Strike	HES5000	AptiQ												
Door-008		1	Page 1	AD300														
Door-009		1	Page 1	AD300														
Door-010		1	Page 1	AD300														

Certification Process

Once each building has been completed and the above form has been completed then we will test each door with the customer ensuring it functions the same. Additionally, once all the tested is completed we will pull Activity Reports from the Open Options System and provide them to the customer showing that all testing functions were reported.

Anticipated Downtime

To facilitate minimal downtime DAC will utilize a hot cutover procedure. We will leave the existing panel up and operational throughout the cutover. Once our new hardware is installed and programmed, we will cut the doors over for the facility we are working that day ONE at a time. Any door that is being cutover should not be down for more than five minutes, and during those five minutes there will be a DAC technician on a ladder standing at the door. Once the Head End technician transfers the wiring the Door technician will test his door following the steps listed above in "Testing Procedures."

Preliminary Project Sequence

Below is a sample schedule that will be adjusted when the project is awarded:

CITY OF SCHERTZ – VARIOUS BUILDINGS

1. **PROJECT AWARD**
   a. Acknowledgement of Contract Award

2. **KICKOFF MEETING**
   a. Meet @ Customer Location –
   b. Discuss responsibilities and requirements of both parties
   c. Customer to provide one (1) available switch port and one (1) IP address per building for the new Open Options controller to be installed
   d. Customer to begin working toward a final user database for system setup
   e. Begin determining a building sequence schedule for installation

3. **DESIGN**
   a. Review and revise existing customer drawings as needed
   b. Submit revised drawings to customer for approval
   c. Expected date of customer approval

4. **MATERIAL PROCUREMENT**
    a. Open Options
    b. Misc. Equipment

5. **PRETEST EXISTING SYSTEM**
    a. Physically test each access controlled door for operation – Log results for review

6. **PROJECT COMPONENTS – PROJECT START**
    a. Secure rack location for ACS server and UPS
    b. Secure location of new badge printer and customer provided associated workstation
    c. Rack mount customer provided ACS server and UPS
    d. Load operating software on customer provided ACS server and client workstations.
    e. Install badge printer and client software on customer provided workstation
    f. Powerup and test operation of ACS server, workstation(s), badge printer and UPS
    g. Meet with City of Schertz to secure existing customer user database for ALL buildings
    h. Review and revise (as needed) customer user database with the City of Schertz
    i. Load customer user database on ACS server
    j. Verify operation of customer user database
    k. Secure building sequence schedule from the City of Schertz
    l. Verify and test operation of network link between server location and associated buildings in sequence schedule.
    m. Verify system operation of existing system within building sequence (Document / Review)
    n. Install new Open Options controller and associated headend equipment along side the existing ACS equipment as to not disturb operation of existing ACS equipment
    o. Establish communications between new Open Options controller and ACS server
    p. Program new Open Options controller with database for the associated building in sequence
    q. Begin moving ACS doors in a “hot swap” method from the existing controller onto the new Open Options controller
    r. Test and verify operation of each door as it is moved over to the new Open Options controller
    s. Verify operation of various customer access cards with ACS doors
    t. Verify operation of each ACS door before leaving building
    u. Review and qualify system setup with customer
    v. Provide system training with customer

7. **PROJECT CLOSEOUT**
    a. Update and prepare customer as-built drawings
    b. Prepare closeout documents
    c. Deliver closeouts documents to customer

8. **CUSTOMER APPROVAL AND ACCEPTANCE**
    a. Customer review of closeout documents
    b. Customer approval and acceptance
    c. Customer Signoff

Project Team:

Operations Manager:	**ROY CHARBONNEAU** | Security Operations Manager DAC, Inc. | 2090 North IH 35 Suite 5115 | New Braunfels, TX 78130 o 210.988.60126 | m 281 507-7014 | rcharbonneau@dac-inc.com
Senior Project Manager:	**TERRY E. VANN** | Senior Project Manager - Central Texas Branch DAC, Inc. | 2090 North IH 35 Suite 5115 | New Braunfels, TX 78130 o 210.988.6012 | m 210.380.0436 | tvann@dac-inc.com
System Specialist:	**JOE MONTEZ** | System Specialist Central Texas Branch DAC, Inc. | 2090 North IH 35 Suite 5115 | New Braunfels, TX 78130 o 210.988.6012 | m 210.926.3280 | jmontez@dac-inc.com

SIGNATURE PAGE

PROPOSAL ACCEPTANCE

This proposal is hereby accepted and DAC, Inc. is authorized to proceed with the scope of work described herein. This document serves as a notice to proceed. DAC payment terms are Net 30 days.

City of Schertz

_____
Signature

_____
Name

_____
Title

_____
Date

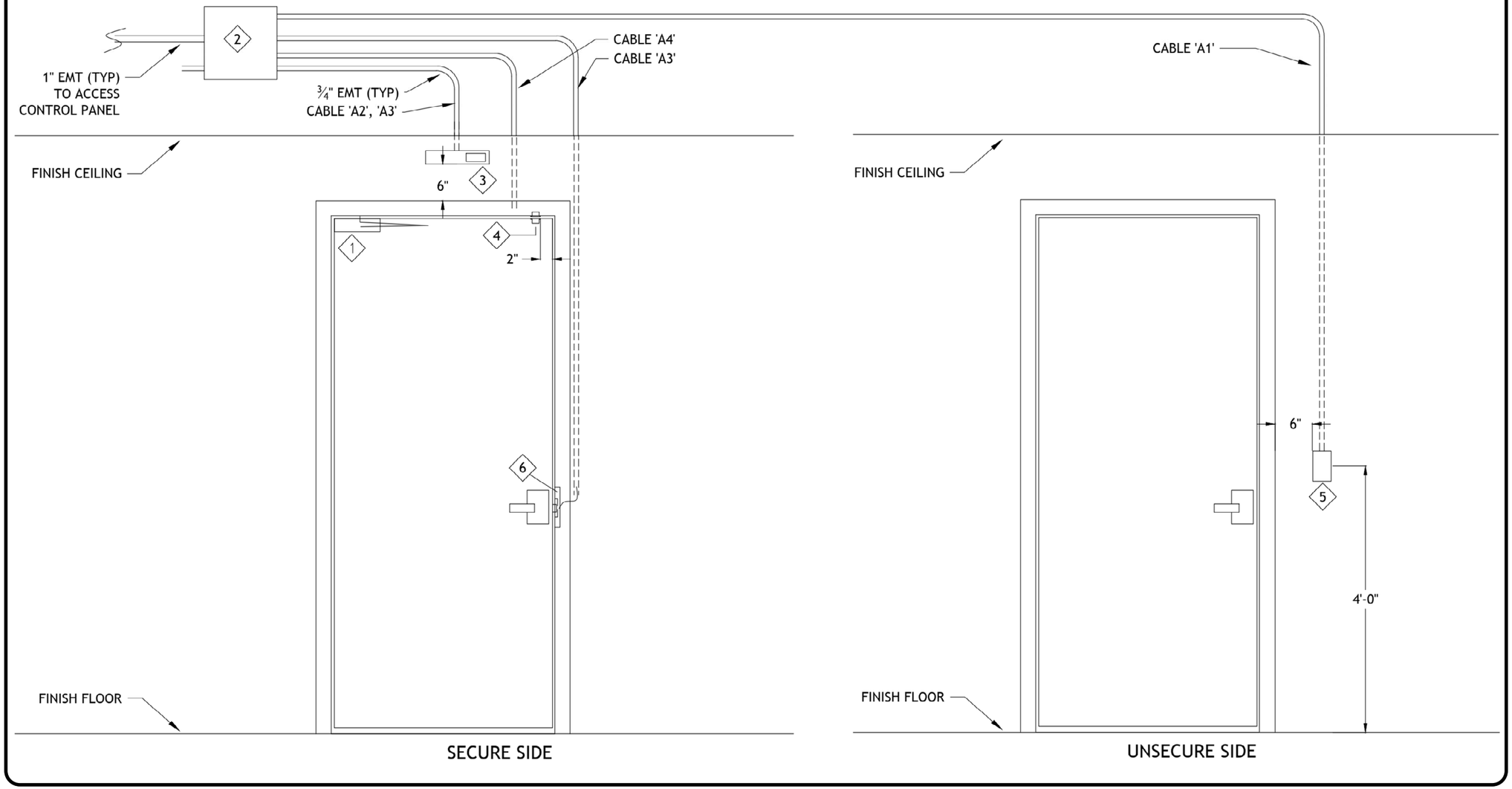
DAC, Inc.

_____
Signature

_____
Name

_____
Title

_____
Date



KEYED NOTES:

1. DOOR CLOSER. MUST BE INSTALLED ON ALL ACCESS CONTROLLED DOORS.
2. DOOR REMOTE TERMINATION JUNCTION BOX/ REMOTE READER INTERFACE JUNCTION BOX.
3. REQUEST TO EXIT MOTION SENSOR, 2 SPDT RELAYS. FLUSH MOUNT SINGLE GANG BOX, TYPICAL.
4. MAGNETIC REED DOOR POSITION SWITCH, DPDT.
5. CARD READER, PER PLANS AND SPECS, MOUNTED 48" TO CENTERLINE OF DEVICE. FLUSH MOUNT 4SQ BOX WITH SINGLE GANG MUD RING, TYPICAL.
6. FLUSH MOUNT ELECTRONIC STRIKE LOCK.

GENERAL NOTES:

1. THIS INSTALLATION SHALL BE GOVERNED BY ALL APPLICABLE CODES, ORDINANCES AND AUTHORITIES HAVING JURISDICTION. ALL ACCESS CONTROLLED DOORS SHALL OPERATE WITHOUT ANY SPECIAL KNOWLEDGE OR EFFORT. MEANS OF EGRESS FROM AN ACCESS CONTROLLED DOOR SHALL BE NO MORE THAN ONE OPERATION.
2. ELECTRONIC STRIKES SHALL BE 12/ 24 VDC, AND SHALL OPERATE IN A "FAIL-SECURE" CONFIGURATION. INSTALLED "FAIL-SAFE" CONFIGURATIONS SHALL BE CONNECTED TO A POWER SUPPLY INTERFACED WITH THE FIRE ALARM SYSTEM. FIRE ALARM RELEASE RELAY (FURNISHED BY FIRE ALARM CONTRACTOR) IS REQUIRED WITHIN 3'-0" OF THE SOURCE POWER SUPPLY.
3. ELECTRONIC STRIKE LOCKS AND SECURED DOOR HARDWARE MUST PROVIDE A FREE MECHANICAL EGRESS OPERATION.
4. REQUEST TO EXIT MOTION SENSOR PROVIDES DOOR POSITION ALARM SHUNT ONLY. THE REQUEST TO EXIT MOTION MAY OR MAY NOT BE CONFIGURED TO RELEASE THE STRIKE UPON APPROACH UNLESS REQUIRED TO BE IN COMPLIANCE WITH LOCAL CODES.
5. A FIRE ALARM PULL STATION, (DPDT, FURNISHED BY FIRE ALARM CONTRACTOR), OR AN EMERGENCY DOOR RELEASE PULL STATION MAY BE REQUIRED IN SOME INSTALLATIONS TO PROVIDE PRIMARY EMERGENCY POWER INTERRUPT OR DISCONNECT. REFER TO THE LOCAL CODES AND AUTHORITY HAVING JURISDICTION FOR SPECIFIC REQUIREMENTS.

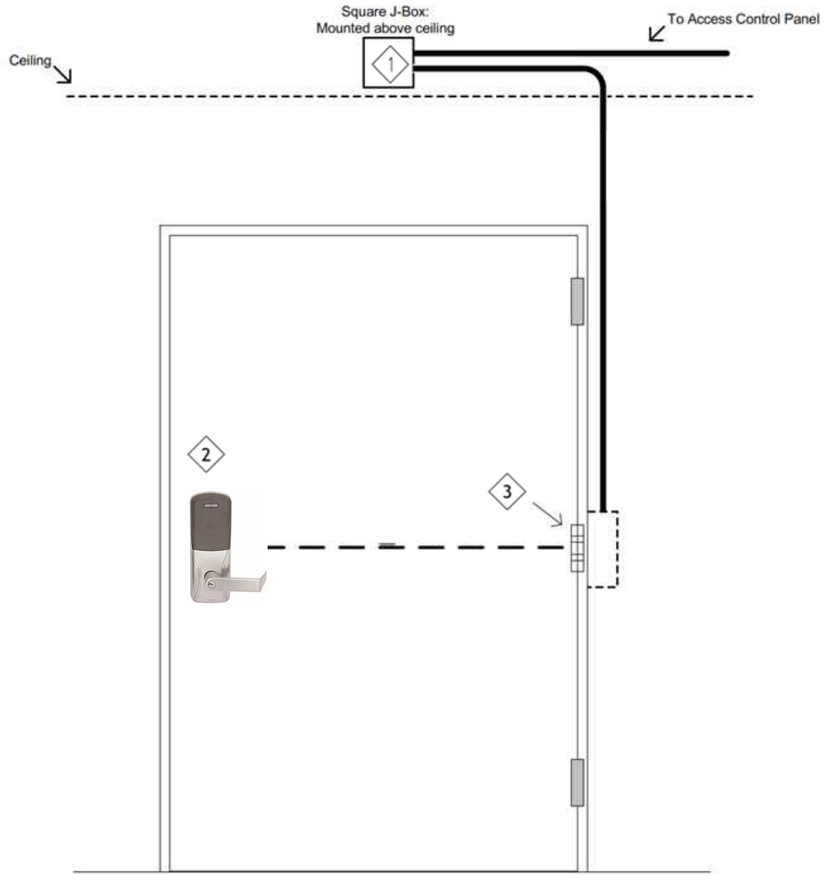
Electric Strike Door

Job Number

Date

Page 1

File Name



KEYED NOTES:

1. Junction box above door with edge panel
2. Integrated Lockset with Built in DPS and Egress
3. Electronic transfer hinge

GENERAL NOTES:

1. THIS INSTALLATION SHALL BE GOVERNED BY ALL APPLICABLE CODES, ORDINANCES AND AUTHORITIES HAVING JURISDICTION. ALL ACCESS CONTROLLED DOORS SHALL OPERATE WITHOUT ANY SPECIAL KNOWLEDGE OR EFFORT. MEANS OF EGRESS FROM AN ACCESS CONTROLLED DOOR SHALL BE NO MORE THAN ONE OPERATION.
2. ELECTROMAGNETIC LOCKS SHALL BE 12/ 24 VDC, AND OPERATE IN A "FAIL-SAFE" CONFIGURATION UNLESS OTHERWISE PRE-APPROVED BY THE LOCAL AUTHORITY HAVING JURISDICTION. FIRE ALARM RELEASE RELAY (FURNISHED BY FIRE ALARM CONTRACTOR) IS REQUIRED WITHIN 3'-0" OF THE SOURCE POWER SUPPLY.
3. INITIATION OF DELAY EGRESS SYSTEM SHALL BEGIN AN IRREVERSIBLE TIME DELAY SEQUENCE OF [15] OR [30] SECONDS (APPLICABLE CODE). THE LOCK SHALL RELEASE WHEN THE INITIATE TIME DELAY EXPIRES TO ALLOW EGRESS. DELAY EGRESS LOCKS SHALL BE FAIL SAFE.
4. SURFACE MOUNT OPERATING DOOR HARDWARE ONLY. NO INTERNAL PINNING OR MANUAL LOCKING DEVICES MAY BE USED WITHOUT PRIOR APPROVAL OF THE LOCAL AUTHORITY HAVING JURISDICTION.
5. REQUEST TO EXIT PUSH BUTTON SHALL OPERATE INDEPENDENTLY OF THE ACCESS CONTROL SYSTEM ELECTRONICS TO PROVIDE DIRECT POWER RELEASE OF LOCK.
6. A FIRE ALARM PULL STATION, (DPDT, FURNISHED BY FIRE ALARM CONTRACTOR), OR AN EMERGENCY DOOR RELEASE PULL STATION MAY BE REQUIRED IN SOME INSTALLATIONS TO PROVIDE PRIMARY EMERGENCY POWER INTERRUPT OR DISCONNECT. REFER TO THE LOCAL CODES AND AUTHORITY HAVING JURISDICTION FOR SPECIFIC REQUIREMENTS.

Integrated Lockset Door

Job Number

Date

Page 2

File Name