



STATE OF DELAWARE  
EXECUTIVE DEPARTMENT  
OFFICE OF MANAGEMENT AND BUDGET

August 31, 2015

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER  
FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: MARIA FRY  
STATE CONTRACT PROCUREMENT OFFICER II  
302-857-4583

SUBJECT: **AWARD NOTICE – Addendum #3 - Effective September 1, 2017**  
**CONTRACT NO. GSS15599-BLDG\_SECURE**  
**Building Access Security Services**

---

TABLE OF CONTENTS  
OF  
KEY CONTRACT INFORMATION

1. MANDATORY USE CONTRACT.....	2
2. CONTRACT PERIOD .....	2
3. VENDORS .....	2
4. SHIPPING TERMS .....	3
5. PRICING .....	3
ADDITIONAL TERMS AND CONDITIONS.....	3



**GOVERNMENT SUPPORT SERVICES – CONTRACTING**  
100 ENTERPRISE PLACE – SUITE 4 – DOVER, DE 19904-8202  
PHONE: (302) 857-4550 – FAX: (302) 739-3779 – GSS.OMB.DELAWARE.GOV

**KEY CONTRACT INFORMATION**

**1. MANDATORY USE CONTRACT**

[\(Return to Table of Contents\)](#)

**REF: Title 29, Chapter 6911(d) Delaware Code.** Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

**2. CONTRACT PERIOD**

[\(Return to Table of Contents\)](#)

Each contractor’s contract shall be valid for a two (2) year period from September 1, 2015 through August 31, 2017. Each contract may be renewed for three (3) one (1) year periods through negotiation between the contractor and Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement.

**Contract has been extended for one (1) year through August 31, 2018.**

**3. VENDORS**

[\(Return to Table of Contents\)](#)

**Unless Specified, Vendors listed are qualified for Building Access Security and Video Surveillance**

<p><b>GSS15599-BLDG_SECUREV01</b>  <b>Advantech, Incorporated</b>          4092 N. DuPont Highway          Dover, DE 19901          Contact: Dave Sweeney          Phone: 302-674-8405          Email: <a href="mailto:Daves@advantechsecurity.net">Daves@advantechsecurity.net</a>          FSF# 0000027017</p>	<p><b>GSS15599-BLDG_SECUREV02</b>  <b>Video Surveillance Only</b>  <b>Assurance Media LLC</b>          590 Century Blvd., Suite B          Wilmington, DE 19808          Contact: Joe Mirolli          Phone: 302-870-5041          Email: <a href="mailto:jmirolli@assurancemedia.net">jmirolli@assurancemedia.net</a>          FSF# 0000020739</p>
<p><b>GSS15599-BLDG_SECUREV03</b>          DG Investment Intermediate Holdings  <b>Convergint Technologies, LLC</b>  <b>4395 Nicole Drive</b>          Lanham, MD 20706          Contact: <b>Melissa Bulluck</b>          Phone: <b>240-696-8948</b>          Email: <a href="mailto:melissa.bulluck@convergint.com">melissa.bulluck@convergint.com</a>          FSF# 0000262931</p>	<p><b>GSS15599-BLDG_SECUREV04</b>  <b>G4S Secure Integration LLC</b>          38 Reads Way          New Castle, DE 19720  <b>Contact: Jack Derrico</b>  <b>Phone: 703-732-3303</b>  <b>Email: <a href="mailto:jack.derrico@usa.g4s.com">jack.derrico@usa.g4s.com</a></b>          FSF# 0000261387</p>

**Effective November 1, 2015**

<p><b>GSS15599-BLDG_SECUREV05</b>  <b>Video Surveillance Only</b>  <b>BTS Enterprises, Inc.</b>  <b>DBA Beyond the Studs</b>          2702 Lancaster Ave.          Wilmington, DE 19810-5221          Contact: Greta Colgan</p>	<p><b>GSS15599-BLDG_SECUREV06</b>  <b>Tyco Integrated Security</b>          18 Boulden Circle          New Castle, DE 19720          Contact: Glenn Lemke          Phone: 302-395-3522          Email: <a href="mailto:glemke@tyco.com">glemke@tyco.com</a>          FSF# 0000032587</p>
---	--

Phone: 302-428-6080 Email: <a href="mailto:greta@beyond-the-studs.com">greta@beyond-the-studs.com</a> FSF# 0000107667	
---	--

**4. SHIPPING TERMS**

[\(Return to Table of Contents\)](#)

F.O.B. destination; freight pre-paid.

**5. PRICING**

[\(Return to Table of Contents\)](#)

Prices will remain firm for the term of the contract year.  
Pricing and discount offerings can be found in the Pricing Spreadsheet.

**ADDITIONAL TERMS AND CONDITIONS**

[\(Return to Table of Contents\)](#)

**6. BILLING**

The successful vendor is required to **"Bill as Shipped" to the respective ordering agency(s).** Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

**7. PAYMENT**

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

**8. PRODUCT SUBSTITUTION**

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

**9. ORDERING PROCEDURE**

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

**10. PURCHASE ORDERS**

Agencies that are part of the First State Financial (FSF) system are required to identify the contract number GSS15599-BLDG\_SECURE on all Purchase Orders (P.O.) and shall complete the same when entering P.O. information in the state's financial reporting system.

## **11. REQUIREMENTS**

The State of Delaware, through the solicitation process, created a short list of pre-qualified vendors for building access security services that Agencies can use to obtain quotes from. The list will allow agencies to move quicker through the process and avoid the need to go out to bid for each installation.

The Ordering Agency will Contract with a company demonstrating in their proposal that they have the capacity to perform the scope of work for their location, in conformance with Building Access Security Standard, and with proper workmanship, effectiveness and accountability.

**Ordering Agencies are required to obtain the approval of the Statewide Building Security Committee (comprised of members from OMB, DSHS, and DTI) prior to the purchase of new security systems and prior to upgrading existing systems. Approval is granted through the DTI Business Case process.**

All awarded vendors included a listing of all subcontractors to be used for the job during the original proposal process using Attachment 6 and agreed to in writing by the State or as are specifically authorized in writing by the Agency during the performance of the contract. Any substitutions in or additions to such subcontractors, associates, or consultants from the original proposal will be subject to the prior written approval of the State. **Ordering agency may issue a cease work order if a vendor is discovered to be using a subcontractor not approved by the State.**

The Vendor shall be responsible for compliance by the subcontractor with all terms, conditions and requirements of the RFP and with all local, State and Federal Laws. The Vendor shall be liable for any noncompliance by any subcontractor. Further, nothing contained herein or in any subcontractor agreement shall be construed as creating any contractual relationship between the subcontractor and the State.

The requesting agency reserves the right to require the successful bidder to furnish a 100% Performance Bond to the requesting agency with surety in the amount of 100% of the specific project award. Said bonds shall be conditioned upon the faithful performance of the contract. This guarantee shall be submitted in the form of good and sufficient bond drawn upon an Insurance or Bonding Company authorized to do business in the State of Delaware.

For a complete list of contract specifications please refer to the original bid solicitation document(s). Any contract specific documentation will be accessible through the hyperlink(s) provided on this contract's details page.

## **12. HOLD HARMLESS**

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

## **13. NON-PERFORMANCE**

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost

between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

#### **14. FORCE MAJEURE**

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

#### **15. AGENCY'S RESPONSIBILITIES**

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.
- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.
- c. When an ordering agency first experiences a relatively minor problem or difficulty with a vendor, the agency will contact the vendor directly and attempt to informally resolve the problem. This includes failure to perform by the date specified and any unacceptable difference(s) between the purchase order and the merchandise received. Ordering agencies should stress to vendors that they should expedite correction of the differences because failure to reply may result in an unfavorable rating in the execution of the awarded contract.
- d. The state has several remedies available to resolve non-performance issues with the contractor. The Agency should refer to the Contract Terms and Conditions to view these remedies. When a default occurs, the Agency should first review the contract to confirm that the issue is a part of the contract. If the issue is not covered by the contract, the state cannot expect the contractor to perform outside the agreement. If the issue is a part of the contract, the Agency or GSS - Contracting must then contact the contractor, discuss the reasons surrounding the default and establish a date when the contractor will resolve the non-performance issue.
- e. If there is a performance deficiency, a Corrective Action Report (CAR) may be used. Complete this form to report concerns with vendors or commodities. Be sure to furnish as much detail as possible. <http://gss.omb.delaware.gov/divisionwide/forms.shtml>.

#### **16. Addendum History**

Addendum #1 – Adds BTS Enterprises, Inc. and Tyco Integrated Security.  
Addendum #2 – Updates contact information for G4S Secure Integration LLC.  
Addendum #3 – Extends contract for one (1) year through August 31, 2018 and updates address for Converjint Technologies LLC.