



# SANTA ROSA COUNTY BOARD OF COMMISSIONERS

Administrative Offices | 6495 Caroline Street, Suite M | Milton, Florida 32570-4592

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ROY V. ANDREWS, County Attorney  
JAYNE BELL, OMB Director

## MEMORANDUM

TO: Board of Commissioners  
FROM: Tony Gomillion, County Administrator  
DATE: August 2, 2016  
SUBJECT: Alarm System – State Attorney's Office

### **DISCUSSION**

Discussion of the approval of the proposal submitted by Securadyne for alarm and monitoring services for the State Attorney's office.

### **BACKGROUND**

The State Attorney's office located in the Administrative Center has an aging camera and monitoring system for their offices and interview rooms. DeVann Cook and Billy Wheeler from the State Attorney's office met with and received proposals from the current vendor Sonitrol as well as Securadyne. The Securadyne proposal offered a significant cost savings over time. If approved, this item will be included in the FY17 amended capital budget with procurement to take place in October. The proposals and comparative information is attached.



# SANTA ROSA COUNTY RISK MANAGEMENT

6495 Caroline Street, Suite I | Milton, Florida 32570

DEVANN COOK  
Director  
devannc@santarosa.fl.gov

## Memorandum

**To:** Tony Gomillion, County Administrator

**From:** DeVann Cook, Director, Human Resources

**Re:** State Attorney's Alarm System

**Date:** July 25, 2016

### RECOMMENDATION

Select Securadyne Systems to upgrade the security system at the State Attorney's Office, located in the County Administrative Center.

### BACKGROUND

Currently, the State Attorney's Office has an aging security system, provided by Sonitrol. When it became obvious that their system should be upgraded, we received proposals from Sonitrol and Securadyne. I contacted a third large security system provider, but their nearest office is in Tallahassee. Working with State Attorney Investigator Billy Wheeler and Brandon Knuth, from our IT Department, we reviewed the proposals.

Our determination is, while Sonitrol's equipment costs are less than that of Securadyne, the Sonitrol annual maintenance fee quickly erases any equipment savings. Sonitrol's annual fee includes all monitoring and equipment replacement or repairs. They do not offer monitoring only. Securadyne offers monitoring costs only and has very reasonable rates for service calls and hourly repairs. Securadyne has provided similar services at our Emergency Management Office for many years. Emergency Management reports very little need for equipment maintenance or repair.

Going with Securadyne saves just over \$4000.00 in the first year. The savings over the next 5 years would potentially be in excess of \$44,000.00. While we will still be responsible for parts replacement and repair, we believe this is a tremendous savings and recommend allowing Securadyne to upgrade the system. This upgrade would be performed in the first quarter of the 2016 – 2017 budget year.

Attachment

# Alarm Comparison

**State Attorney's Office  
Alarm System Upgrade  
July 2016**

**Sonitrol (Current provider)**

<b>Cost to upgrade</b>	<b>\$18,857.00</b>
<b>Monthly maintenance and monitoring costs*</b>	<b>\$785.00</b>
<b>*They do not offer a monitoring-only plan. The maintenance plan includes all equipment repairs (parts &amp; labor).</b>	
<b>Annual recurring costs</b>	<b>\$9,420.00</b>

**Securadyne\***

<b>Cost to upgrade</b>	<b>\$23,942.47</b>
<b>Monthly monitoring cost**</b>	<b>\$39.00</b>
<b>Annual recurring costs</b>	<b>\$348.00</b>

**\*Securadyne is the current provider at Emergency Management. They are very pleased with the equipment and service.**

**\*\* Securadyne equipment is covered for all parts and labor for the first year. After the first year there is a \$45.00 trip charge and \$92.00 per hour labor rate.**

**The first year with Sonitrol will cost \$28,277.00, with \$9,420.00 recurring annual charge for future years.**

**The first year with Securadyne will cost \$24,290.47, with the \$348.00 recurring charge for future years.**

# Securadyne Proposal



Santa Rosa County State Attorney's Office- Access Control,  
 Intrusion Detection, and Camera System Up  
 Customer Number:  
 Santa Rosa County State Attorney's Office  
 6495 Caroline Street  
 Milton, Florida 32570

Contact: DeVann Cook  
 Phone: (850)-983-1863  
 Email: devanncc@santarosa.fl.gov

Proposal No.: 11575-1-0  
 Date: June 30, 2016  
 Your Reference:  
 Valid To: July 30, 2016  
 Payment Terms: Net 30  
 Quoted By: Brian Muller  
 Phone: 850-698-0385  
 Email: brian.muller@securadyne.com

**Access Control- GSA Items**

QTY	Description	UNIT PRICE	EXTENDED PRICE
2	DSX Access Systems, DSX-1042PKG Inc.	GSAACCESS CONTROL PANEL, 2 DR PKG	\$1,264.99 \$2,529.98
5	DSX Access Systems, DSX-1042 Inc.	GSA2 DOOR EXPANDER	\$792.73 \$3,963.65
13	DSX Access Systems, 920P Inc.	GSMultiCLASS SE RP40 Contactless Smart- 920PTNNEK00000	\$211.67 \$2,751.71

**Installation for: Access Control- GSA Items**

QTY	Description	UNIT PRICE	EXTENDED PRICE
20.00	Installation	\$63.00	\$1,260.00
4.00	PM Internal	\$84.00	\$336.00
6.00	Programming	\$72.00	\$432.00
0.00	CAD	\$63.00	\$0.00
2.00	Training	\$58.00	\$116.00

Equipment Subtotal: \$9,245.34  
 Labor Subtotal: \$2,144.00  
**Access Control- GSA Items Subtotal: \$11,389.34**

**IP Camera System- GSA Items**

QTY	Description	UNIT PRICE	EXTENDED PRICE
7	Axis Communications 0517-001	GSAM3005-V	\$239.20 \$1,674.40
1	Axis Communications 0515-001	GSAM3007-PV	\$439.20 \$439.20
1	Axis Communications 0319-041	GSAP7701 VIDEO DECODER- Single Camera	\$399.20 \$399.20

**Installation for: IP Camera System- GSA Items**

QTY	Description	UNIT PRICE	EXTENDED PRICE
24.00	Installation	\$63.00	\$1,512.00
4.00	PM Internal	\$84.00	\$336.00
4.00	Programming	\$72.00	\$288.00
0.00	CAD	\$63.00	\$0.00
2.00	Training	\$58.00	\$116.00

Equipment Subtotal: \$2,512.80  
 Labor Subtotal: \$2,252.00  
**IP Camera System- GSA Items Subtotal: \$4,764.80**

**IP Camera System- Open Market Items**



**IP Camera System- Open Market Items**

QTY	Description	Part #	Unit Price	Ext Price	
1	Exacqvision	PE08-04T-LC	Exacqvision UNA NVR w/ 4TB of Storage, 8 IP Camera Channel Licenses, and Built In PoE Switch	\$2,416.67	\$2,416.67
2	Honeywell	WG-63301106	HW:24/4PR CAT5E CM 1M BOX BLUE	\$86.10	\$172.20
1	Winsted	88091	WSD:3-1/2H Rack Mount Shelf - Black	\$90.44	\$90.44
1	DataComm Electronics, Inc.	20-5524	DCE:CAT 5E 24 PORT PATCH PANEL	\$56.25	\$56.25
8	Ortronics (Legrand)	OR-SPCA5E05-06	ORT:Patch Cord, CAT5E, 5FT, Blue	\$5.00	\$40.00
8	Techology Wire & Cable	TWC304-J2636-1P-WHTWC	CAT6 Surface Box for Jack, 1 Port, W	\$1.25	\$10.00
8	Techology Wire & Cable	TWC-BIN-101703GN	TWC:CAT6 Jack insert Green	\$4.86	\$38.88

**Installation for: IP Camera System- Open Market Items**

QTY	Description	Part #	Unit Price	Ext Price	
0.00	Installation			\$63.00	\$0.00

**Equipment Subtotal:** \$2,824.44  
**IP Camera System- Open Market Items Subtotal:** \$2,824.44

**Intrusion Detection System- Open Market Items**

QTY	Description	Part #	Unit Price	Ext Price	
1	Bosch - IFA	D9412GV4-C	BSC:I:Control Panel Package	\$457.78	\$457.78
3	Bosch - IFA	B920	BSC:I:Keypad, 2-Line, AlphaNumeric, SD12	\$104.17	\$312.51
3	Bosch - IFA	B208	BSC:I:8 Input Module for SDI2 Bus	\$82.97	\$248.91
1	Bosch - IFA	B426	BSC:I:Ethernet Communication Module	\$193.06	\$193.06
1	Interlogix (UTC Fire & Security)	2505A-L	UTC:Surface mount armored contact	\$25.89	\$25.89
2	Interlogix (UTC Fire & Security)	1038-N	UTC:Surface Mount Magnetic Contact	\$1.32	\$2.64
2	Honeywell	WG-11045801	HW:22/4 STR JKT CM/CL2 5C SB WHT	\$36.81	\$73.62

**Installation for: Intrusion Detection System- Open Market Items**

QTY	Description	Part #	Unit Price	Ext Price	
0.00	Installation			\$63.00	\$0.00

**Equipment Subtotal:** \$1,314.41  
**Intrusion Detection System- Open Market Items Subtotal:** \$1,314.41

**Intrusion Detection System- GSA Items**

**Installation for: Intrusion Detection System- GSA Items**

QTY	Description	Part #	Unit Price	Ext Price	
28.00	Installation			\$63.00	\$1,764.00
4.00	PM Internal			\$84.00	\$336.00
4.00	Programming			\$72.00	\$288.00
0.00	CAD			\$63.00	\$0.00
2.00	Training			\$58.00	\$116.00

**Labor Subtotal:** \$2,504.00  
**Intrusion Detection System- GSA Items Subtotal:** \$2,504.00



**Intrusion System Alarm Monitoring**

**Supplies & Materials for: Intrusion System Alarm Monitoring**

QTY	Description	Ext Price
1.00	SS-MON:Alarm Account Setup Fee	\$62.50

**Supplies & Materials Subtotal:** \$62.50  
**Intrusion System Alarm Monitoring Subtotal:** \$62.50

**Securadyne Services: Annual**

Description	Ext Price
SS-MON:Alarm Mon - Standard	\$348.00

**Warranty, Freight, and Misc Items**

**Supplies & Materials for: Warranty, Freight, and Misc Items**

QTY	Description	Ext Price
1.00	Warranty	\$635.88
1.00	Freight	\$198.71
1.00	Miscellaneous Equipment	\$248.39

**Supplies & Materials Subtotal:** \$1,082.98  
**Warranty, Freight, and Misc Items Subtotal:** \$1,082.98

**Investment Summary**

**Total Equipment:** \$15,896.99  
**Total Labor:** \$6,900.00  
**Total Supplies & Materials:** \$1,145.48  
**Total Proposal Amount:** \$23,942.47  
  
**Mobilization Due in Advance:** \$0.00  
**Remaining Balance Due:** \$23,942.47

**Annual Recurring Services:** \$348.00  
 Sales Tax will be included on the invoice at the time of billing if applicable.



## SecuradyneHMS (Hosted & Managed Services)

Securadyne offers a wide range of cloud enabled solutions that are designed to reduce TCO while improving operational efficiency and focus. By outsourcing security systems infrastructure, applications, monitoring and administration, our customers are able to enjoy the benefits of cost-effective scalability, 24/7/365 operator availability, and fault tolerance - all at a fraction of the cost of on-premise solutions. Whether you are leveraging our Infrastructure-as-a-Service (IaaS) security solutions, utilizing our Software-as-a-Service (SaaS) solutions for physical access control, voice and video, or allowing Securadyne to assist you with monitoring and administration of your security systems, our experienced operators are highly trained and stand ready to assist you with all facets of systems monitoring and administration.

As part of this solution, Securadyne will be providing the following Hosted & Managed Services:

- SS-MON:Alarm Mon - Standard: **\$29.00** monthly

### Agreement Pricing:

1. Year 1 of this HMS Service is \$348.00 and will be invoiced in year one of the agreement at the chosen frequency.
2. Year 2 of this HMS Service is \$348.00 and will be invoiced in year two of the agreement at the chosen frequency.
3. Year 3 of this HMS Service is \$348.00 and will be invoiced in year three of the agreement at the chosen frequency.
4. Year 4 of this HMS Service is \$348.00 and will be invoiced in year four of the agreement at the chosen frequency.
5. Year 5 of this HMS Service is \$348.00 and will be invoiced in year five of the agreement at the chosen frequency.

### Acceptance:

Initial here to accept the proposed Securadyne Systems HMS Agreement \_\_\_\_\_

### Customer Acceptance

**SecuradyneHMS: Total Year 1 HMS Package is valued at: \$348.00**

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**Authorized Customer Signature**

**Date**

- Contract term:**             3 year             4 year             5 year             Other
- Billing frequency:**         Monthly             Quarterly         Semi-annually     Annually



By: \_\_\_\_\_  
Sales Representative Signature

By: Brian Muller  
Sales Representative Printed Name

Date: \_\_\_\_\_

Approved: \_\_\_\_\_  
Authorized Representative Signature  
Securadyne Systems

By: \_\_\_\_\_  
Client Signature

By: \_\_\_\_\_  
Client Printed Name

Date: \_\_\_\_\_

\_\_\_\_\_  
Authorized Representative Signature  
Santa Rosa County State Attorney's Office

# Sonitrol Proposal



**Office Of State Attorney-Milton  
Billy Wheeler  
6495 Caroline St Ste D  
Addendum to Existing Client Agreement**

<b>Qty</b>	<b>Description</b>
1	Sonitrol FlexIP Board Only
5	SonIP Access 4 Board Only
6	Backplate, Legacy Upgrade Kit
6	Transformer 24V 40VA
5	Power Supply 12/24vdc @ 2.5 AMP w/ MOM5
3	Sonitrol Standard Keypad for FLEXIP
12	HID Prox Pro Card Reader 5355
1	Cradlepoint, IBR600 Mobile Router (3G ONLY)
11	Wire
18	Access Door Cutover
23	Alarm Point Cutover
1	Access Control Services
1	Cellular Backup Service
1	Maintenance and Monitoring Services
6	Installation Labor - Difficult (wire runs)
61	Installation Labor - Standard
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<b>Total</b>	<b>\$10,572.00</b>

**Monthly fee to include:**

**Local Central Station Monitoring  
False Alarm Guarantee  
Lifetime Equipment Warranty (Parts and Labor)  
Two Hour Guaranteed Emergency Service  
Unlimited Account Updates and Changes  
Free On Demand Reporting  
Use of mysonitrol.net on all CS Managed Systems**

**\$560.00/Month**

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Client Authorization

Date

PLEASE NOTE: Upgrade is network based. Designated analog line for existing system will no longer be needed and can be disconnected. Back-up cell service included.

All other terms & conditions of existing contracts between the parties referenced herein apply.



**Office Of State Attorney-Milton  
 Billy Wheeler  
 6495 Caroline St Ste D  
 Milton**

**SonaVision Video Surveillance System**

<b>Qty</b>	<b>Description</b>
2	V250 NVR 8 Channel 4TB w/ 8 license 8 port POE
10	Sonitrol IP Camera 3 MP Outdoor Dome 2.8mm IR
3	Sonitrol IP Camera 6 MP Indoor/Outdoor 360 IR
3	VIGIL Server Camera Panoramic License, Single
10	Wire
1	Monitoring of SonaVision
20	Installation Labor - Difficult (wire runs)
45	Installation Labor - Standard

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**Total      \$8,285.00**

**Monthly fee to include:**

- Equipment Maintenance (Parts and Labor)**
- 2 Hour Guaranteed Emergency Service**
- Local Central Station Monitoring**
- False Alarm Guarantee**
- \$10,000 Performance Guarantee**
- 6 Month Money Back Guarantee**

**\$225.00/Month**