



cityofnovi.org

CITY of NOVI CITY COUNCIL

Agenda Item G
May 19, 2014

SUBJECT: Approval to award the Card Access Control System Contract to Actron Integrated Security Systems, Inc. in the amount of \$66,897.20

SUBMITTING DEPARTMENT: Information Technology

CITY MANAGER APPROVAL:

EXPENDITURE REQUIRED	\$66,897.20
AMOUNT BUDGETED	\$67,000
APPROPRIATION REQUIRED	NONE
LINE ITEM NUMBER	101-205.00-986.000 \$55,000.00 101-442.00-976.000 \$11,897.20

BACKGROUND INFORMATION:

The City's current card access system was purchased in 2004. The system has experienced multiple total failures that resulted in lock outs. While a portion of the hardware will be able to be repurposed with a new solution, the software component and the control boxes are no longer supported.

The scope of work includes the replacement of all City network controllers, panel enclosures, dual reader control panels, battery back-ups, and all necessary materials and supplies to ensure a turnkey solution.

Some of the key features of the new proposed system include:

- Scheduling features allow for granting access for certain people (or groups of people) for specific days and times, for specific doors, or for specific groups of doors.
- Allow for automatic locking and unlocking of specific doors at specific times.
- Reduction of lost keys and re-keying of facilities.

The Request for Proposal for the Card Access Control System was posted on the Michigan Intergovernmental Trade Network (MITN) website. A mandatory pre-bid meeting was held on site on April 3, 2014 which was attended by twenty-one firms. We received 8 bids in response to the Request for Proposal.

RECOMMENDED ACTION: Approval to award the Card Access System Contract to Actron Integrated Security Systems, Inc. in the amount of \$66,897.20.

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Casey				
Council Member Fischer				

	1	2	Y	N
Council Member Markham				
Council Member Mutch				
Council Member Wrobel				



CITY OF NOVI
CARD ACCESS CONTROL SYSTEM UPGRADE
FEE PROPOSAL FORM
(To be sealed in separate envelope)

We, the undersigned as proposer, propose to furnish to the City of Novi, according to the specifications, terms, conditions and instructions attached hereto and made a part thereof:

A. UPGRADE EXISTING CARD ACCESS SYSTEM

Option 1: Upgrade current card access system (Server/PC Based)

Manufacturer/Model RS2 Technologies AccessIt Universal

\$ 43,114.88 Lump Sum

Option 2: Upgrade current card access system (Online/Cloud-based)

Manufacturer/Model _____

\$ _____ Lump Sum

Monthly Subscription Fee \$ _____/Month

B. TWO (2) PRINTERS, per specs

\$ 1,458.60 Each

Make/Model Evolis Primacy PM1H0000BS

C. POTENTIAL ADDITIONAL CABLING (labor & materials)

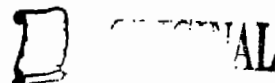
\$ 0.55 Lineal Foot

ALTERNATE#1:

Ten (10) additional readers (including labor) \$ \$122.00 Each

Make/Model HID 5365 Mullion Mount

Additional cabling \$ 0.55 Lineal Foot



ALTERNATE #2:

Option 1: Annual Maintenance Fee

Year 1 \$750.00
Year 2 \$750.00
Year 3 \$750.00

Option 2: Maintenance (Time & Materials)

Hourly Rate (M-F 8am-5pm) \$ 125.00 / Hour
Hourly Rate (M-F, 5pm-8am) \$ 165.00 / Hour
Hourly Rate (Saturday) \$ 165.00 / Hour
Hourly Rate (Sunday) \$ 165.00 / Hour
Hourly Rate (Holidays) \$ 165.00 / Hour

Materials (contractor cost plus % markup) 16 %
(Contractor will be required to submit a copy of their invoice
for the materials along with the invoice to the City as proof of
the cost)

ADDITIONAL COSTS

D. Proximity Cards

Qty 500 (initial purchase) \$ 3.85 Each
Qty 100 (subsequent purchases) \$ 3.85 Each

E. Key Fobs

Qty 200 (initial purchase) \$ 4.10 Each
Qty 50 (subsequent purchases) \$ 4.10 Each

F. Printer Ribbons/Die Film \$ 60.00 Each

Warranty: 1 Year Manufacture Warranty (Actron will Warranty 2 years Parts and Labor)

Lead time required to order & take delivery of all materials 3 Days (Usually in Stock)

Work will require 11 business days on site at City facilities in order to be completed.

We acknowledge receipt of the following Addenda: 1 and 2
(please indicate numbers)

EXCEPTIONS TO SPECIFICATIONS (all exceptions must be noted here):

COMMENTS: _____

THIS PROPOSAL SUBMITTED BY:

Company (Legal Registration) Actron Integrated Security Systems

Address 1056 Dix

City Lincoln Park State Mi Zip 48146

Telephone 313-383-0770 Fax 313-383-7795

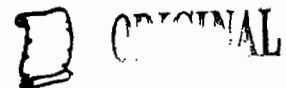
Representative's Name Richard Ruddell

Representative's Title Director of Technology

Authorized Signature *R. Ruddell*

E-mail rruddell@actronsystems.com

Date 3-25-2014



ACTRON INTEGRATED SECURITY SYSTEMS, INC

• BURGLAR ALARM SYSTEMS • FIRE ALARM SYSTEMS • ACCESS CONTROL • CCTV

Table of Contents

- 1) Cover Letter
- 2) Explanation of scope of work
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- 4) Production Information
- 5) Certification and client's recommendation letters.

 ORIGINAL

SCHEDULE A
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ACTRON INTEGRATED SECURITY SYSTEMS, INC

• BURGLAR ALARM SYSTEMS • FIRE ALARM SYSTEMS • ACCESS CONTROL • CCTV

3/27/14

City of Novi
Novi Civic Center
45715 Ten Mile Road
Novi, Mi 48375

Actron, a Michigan licensed minority owned company, thanks you for the opportunity to provide a quotation for your Access Control System Upgrade. Actron has been in business since 1957, and holds the following certifications; Pelco Endura, RS2 Access Technology Control, Genetec Systems, Panasonic, and Honeywell Fire and Security Systems. Actron also provides a certified Fiber Optic installation staff.

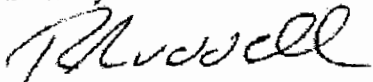
Actron provides customer designed layouts using state of the art equipment to meet our client's individual needs and provides the best value for your company's investment dollar.

Enclosed is Actron's proposal and product documentation which was professionally prepared to meet your security needs in the most cost effective manner. This proposal also allows for ease of expansion in the future.

References have been included for your convenience.

Thank you for allowing Actron to provide a proposal based on your Access Control needs.

Sincerely



Richard Ruddell
Director of Technology.

 ORIGINAL

SCHEDULE A
Page 6 of 4

ACTRON INTEGRATED SECURITY SYSTEMS, INC
• BURGLAR ALARM SYSTEMS • FIRE ALARM SYSTEMS • ACCESS CONTROL • CCTV

Actron proposes for the City of Novi and RS2 Access Control solution. This solution will provide a user friendly, robust access control system that exceeds the requirement listed in the RFP.

Civic Center: Actron will provide

- A. 1 network controller
- B. 6 panel enclosures
- C. 15 dual reader control panels
- D. Battery Backup
- E. And all necessary supplies for turnkey solution

Police Dept.: Actron will provide

- A. 1 network controller
- B. 5 panel enclosures
- C. 13 dual reader control panels
- D. Battery Backup
- E. And all necessary supplies for turnkey solution

Fire Station #1: Actron will provide

- A. 1 network controller
- B. 1 panel enclosures
- C. 3 dual reader control panels
- D. Battery Backup
- E. And all necessary supplies for turnkey solution

Fire Station #2: Actron will provide

- A. 1 network controller
- B. 1 panel enclosures
- C. 1 dual reader control panels
- D. Battery Backup
- E. And all necessary supplies for turnkey solution

 ORIGINAL

SCHEDULE A
Page 7 of 7

ACTRON INTEGRATED SECURITY SYSTEMS, INC
• BURGLAR ALARM SYSTEMS • FIRE ALARM SYSTEMS • ACCESS CONTROL • CCTV

Fire Station #3: Actron will provide

- A. 1 network controller
- B. 1 panel enclosures
- C. Battery Backup
- D. And all necessary supplies for turnkey solution

Fire Station #4: Actron will provide

- A. 1 network controller
- B. 1 panel enclosures
- C. 3 dual reader control panels
- D. Battery Backup
- E. And all necessary supplies for turnkey solution

Department of Public Services: Actron will provide

- A. 1 network controller
- B. 1 panel enclosures
- C. 2 dual reader control panels
- D. Battery Backup
- E. And all necessary supplies for turnkey solution

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CITY OF NOVI
CONTRACTOR QUALIFICATIONS QUESTIONNAIRE
CARD ACCESS CONTROL SYSTEM UPGRADE

Failure to answer all questions could result in rejection of your proposal.

Name of Firm Actron Integrated Security Systems
Address: 1056 Dix Hwy
City, State Zip Lincoln Park Mi 48146
Telephone 313-383-0770 Fax 313-383-7795
Mobile 313-605-6316
Agent's Name (please print) Richard Ruddell
Agent's Title Director of Technology
Email Address: rruddell@actronsystems.com
Website www.actronsystems.com

1. Organizational structure: Corporation, Partnership, etc. Corporation
2. Firm established: 1972 Years in business: 42
3. Has your firm filed for Chapter 7 or Chapter 11 within the last ten (10) years?
No Yes Reason: _____
4. Under what other or former names has your organization operated?

5. How many full time employees? 34 Part time? 2
6. Are you able to provide insurance coverage as required by this bid? Yes
7. Address of local office 500 Griswald Detroit Mi, 1056 Dix Hwy Lincoln Park Mi
8. 24/7 Emergency Telephone Number 1-313-383-0770
9. Provide your procedure for handling night & weekend calls
Actron will provide a 24 hour phone number and will also provide cell numbers to account managers
10. List any additional security related services you are able to perform.
Actron provides CCTV, Access Control, Intrusion alarm, Fire Alarm, IP Intercom.
24 hour Staffed in house command center to provide CCTV, Alarm and access administration
GPS offender monitoring and GPS vehicle tracking

11. Do you intend to subcontract any part of this project? If so, please provide name(s):

No. Actron will provide all material and services for this project

12. How many people do you intend to assign to this project? 4

13. List any professional licenses/certifications you, your employees, and subcontractors have obtained that would be applicable to this contract.

RS2 technologies certification

14. We are authorized sales and services dealers for the following card access system manufacturers:

RS2 Technologies

15. Provide a list of projects, similar in scope to this project, that your firm has completed in the last three years:

Replaced and upgrades access system for Wayne County at the Guardian Building and remote sites. system currently has over 5,000 cards holders and 200 card readers along with elevator control Charter communications, installed and upgraded over 50 locations in Michigan

Westland Police and City Hall. Installed multi facility card access system and currently installing system at the new city hall

16. Provide a list of all open contracts your company currently holds. Include contact name, organization, type, size, required date of completion, percentage of completion, value of contract.

City Of Westland City New City Hall Building 50 Plus Card Readers 9 Completion Date October 2014

Yazaki Automotive. 110 Plus Card Reader Upgrade for North America Operations 13 Buildings

Across the United States Completion for Year of 2014

17. **References:** Provide at least three (3) references for projects that are comparable in scope to this bid. Several references from municipalities would be desirable.

Company Jones Lang LeSalle
Address 500 Griswold Detroit MI
Phone 313-269-8929 Contact name Karen Smith

Company City of Westland
Address 36601 Ford Rd Westland MI
Phone 734-713-3880 Contact name Daniel Bourdeau

Company Yazaki North America
Address 6801 Haggerty Rd Canton MI 48187
Phone 734-783-1166 Contact name Carl Haselhuhn

18. **Claims & Suits:** Does your firm have any litigation pending or outstanding against your organization or its officers? If yes, please provide details.
No Yes

19. Provide any additional information you would like to include which may not be included within this Questionnaire. You may attach additional sheets.

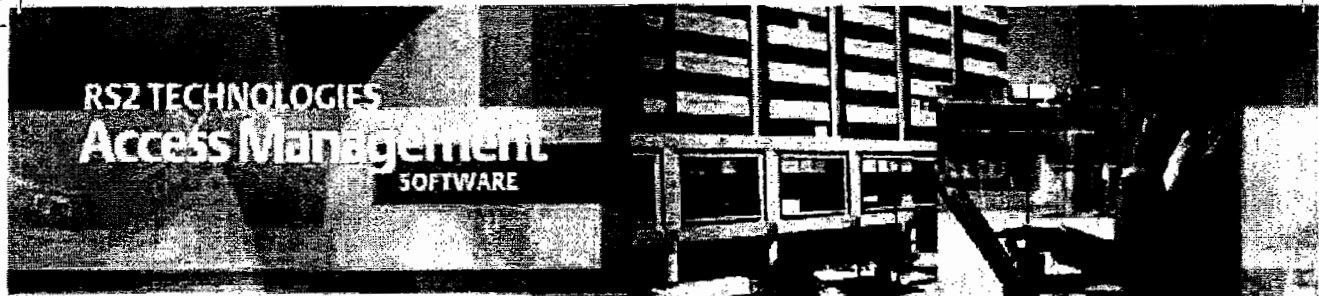
THE FOREGOING QUESTIONNAIRE IS A TRUE STATEMENT OF FACTS:

Signature of Authorized Company Representative: 

Representative's Name (please print) Richard Ruddell

Date 3-25-2014



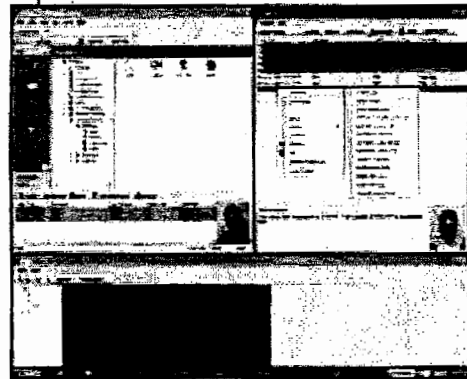
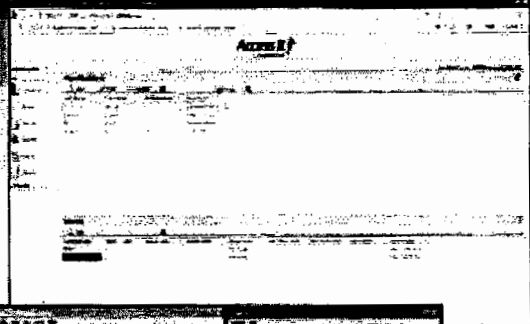


The RS2 Access It!® Family of Access Management Software
RS2 Technologies' Access It!® line is the industry's most advanced, easy-to-use access control software. To accommodate a wide range of applications, the software line ranges from Access It!® Lite.NET, an entry-level, single-user system, to Access It!® Universal, a scalable system that can be expanded from single-building control into a multi-user, enterprise-wide system.

Access It!® was designed from the ground up, with the end user in mind. By using the familiar Outlook® style interface for each version, the Access It!® line results in an operational access control system in minutes instead of hours. Frequently performed operations, such as image capture and adding cards, are changed into straightforward, step-by-step operations. With this simple concept, investments in user education are maintained throughout the life of the system, while streamlining system administration tasks.

Access It!® Universal – An Access Management Solution for Any Size Business!

Whether you need simple access control for a few employees in a single building, or a variety of operations for thousands of employees in a multi-region system, Access It!® Universal is designed to meet your needs. This powerful, user-friendly software allows you to select the feature sets you need to build a scalable, cost-effective system. Access It!® Universal is available in both Standard and Enterprise versions, both of which include all these outstanding features and many, many more:



Access It!® Universal features a browser (web) thin client and screens that can be undocked and viewed on separate screens.

- Browser (web) thin client
- Terminal services thin client
- Multiple monitor support (using un-dockable windows)
- Stand-alone or network capable
- Integration with wireless/IP and PoE (Power-over-Ethernet) locksets, and other third party devices (DVR, CCTV, intercom, intrusion detection, etc.)
- Support for MR-51E Ethernet-enabled PoE paired reader, single-door SIO module
- Support for OSDP (Open Supervised Device Protocol) readers
- Built-in badging option
- User-definable event and alarm colors
- Alarm/Event processing/filtering
- Single server or distributed regional servers
- Supports Microsoft® Cluster Server for hot server redundancy
- Multiple credentials per person
- Anti-Passback/Occupancy Counting
- Interfaces to various employee management systems
- Variable duration holiday and holiday groups
- Automatic enrollment reader support
- Elevator control (up to 64 floors)
- Precision (single door) access control
- Visitor management option
- Interactive graphical maps and hardware tree
- True database partitioning
- Database replication for multiple servers
- Supports unlimited clients and user-defined macros
- Support for multiple card and reader technologies, including biometric
- Built-in paging, e-mail support, & automatic backup utility
- Built-in Custom Report Designer
- User-definable cardholder fields
- Import/Export utility

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Access It![®] Software Feature Matrix

	Lite.NET	Universal Standard*	Universal Enterprise**
Clients	5 (Badging Optional)	Unlimited (Badging Optional)	Unlimited (Badging Optional)
User Defined Macros	No	Unlimited	Unlimited
Browser (Web) Thin Client	No	Yes	Yes
Graphical Maps	No	Yes	Yes
Multiple Monitor Support (Un-dockable Windows)	No	Yes	Yes
User Definable Event/Alarm Colors	No	Yes	Yes
Alarm Routing & Delay Scheduling	No	Yes	Yes
Report Designer	No	Yes	Yes
Macro/Report Scheduler	No	Yes	Yes
System Control Processors	1 (EP-1501, 1502 or 2500)	1/8/25/100/255/500/1000 All Models	8/25/100/255/500/1000 All Models
Dial-Up Capable	No	Yes	Yes
Tasks/SCP	64	256	256
SIO Panels	Yes (All Models)	Yes (All Models)	Yes (All Models)
Inputs (Points)	512	512 Per SCP	512 Per SCP
Support for Wireless/IP Locksets	No	Yes	Yes
Outputs (Relays)	512	512 Per SCP	512 Per SCP
Card Holders	5,000	Unlimited	Unlimited
Multiple Credentials Per Person	No	Yes	Yes
Readers	64	64 Per SCP	64 Per SCP
Support for OSDP Readers	No	Yes	Yes
Biometric Verification	No	Yes	Yes
Access Levels	64	32,767	32,767 Per Site
Access Levels Per Card	5	32	32 Per Site
Precision Access	No	Yes	Yes
Time Zones/Intervals	32/4	255/12	255/12 Per Site
Holidays	32	255	255 Per Site
Elevator Floors/Elevator Floor Codes	No	64/255	64/255 Per Site
Multiple Sites (Data Partitioning)	No	No	Yes
Visitor Management	No	Optional	Optional
Cluster Server/Redundancy (Fail Over)	No	No	Yes
Database Replication (Regional Servers)	No	No	Yes
Anti-Passback/Occupancy Counting	No	Yes	Yes


*SL1/SLA/SL25/SL100/SL255/SL500/SL1000 **EL8/EL26/EL100/EL255/EL500/EL1000

Access It![®] Lite.NET

Access It![®] Lite.NET is a user-friendly, entry-level access control software package, designed with ease of use as a cornerstone. Access It![®] Lite.NET is an "out of the box" access control solution that is perfect for entry-level systems. It supports up to 64 readers and access levels. Access It![®] Lite.NET can be easily upgraded to Access It![®] Universal.

Software Service and Support

RS2 Technologies is dedicated to providing expert technical support and services in a timely and accurate manner. We understand that supporting our customers' needs is as important as the products that we develop.

In addition to 24-hour phone and e-mail consultation, we also use the web-based  WebEx[™] system to assist customers with rapid diagnosis and resolution of support issues. WebEx[™] allows us to instantly share and interact with remote customer desktops - anywhere in the world. Through this service, customers with multiple installation sites can bring users together on a virtual basis to share service and support information and avoid expensive travel.

Full product documentation is available on our web site. This includes all software user manuals and hardware installation guides. General information and technical support bulletins are sent out on a regular basis.



Technologies
www.rs2tech.com

Microsoft Partner

Value-Added Reseller (VAR)

8/11 3000



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RS2 TECHNOLOGIES

Access Management Specialists

Industry-Proven Hardware
Powerful, Friendly Software
Outstanding Support
Unparalleled Dealer Network

Access Management Solutions

RS2 Technologies is a technology-driven manufacturer of cutting edge access management hardware and software. We have developed a reputation as a "one-stop" solution for the access management needs of customers in a wide variety of applications.

RS2 has delivered cost-effective access management solutions to customers in industries as diverse as shipbuilding, energy, hospitals, education, defense, banking, government (federal, state and municipal), museums, and a variety of diverse manufacturing companies. From small office buildings to large industrial facilities, RS2 has the products to meet the needs of business and industry.


Innovation – Innovation pervades our company culture. You will see it in our products and in our approach to customers. Whether it's our integration of customer suggestions into the next edition of our software or our use of a web-based technical support system, we try to bring innovation into everything we do.

Reliability – Our hardware products are based on the most reliable, *industry-proven hardware* available. Our products not only undergo rigorous bench and field tests, but have been proven through years of service in a variety of demanding environments. Our software, based on proven Microsoft® core technology, undergoes multi-level, multi-platform testing, as well as extensive beta testing.


Experience – Our engineering, service and administrative staffs boast a long history in the access control industry, highlighted by a knowledge base that includes backgrounds covering a wide range of security industry disciplines. The owners and principals of RS2 Technologies have been involved in the electronic access control industry since the 1970's, and are active in a number of national and regional security associations and trade groups.

Outstanding Support – RS2 Technologies is dedicated to providing expert technical support and services in a timely and accurate manner. We understand that supporting our customers' needs is as important as the products that we develop. That's why a real person will answer the phone when you call for product support.

An Unparalleled Dealer Network – RS2 products are available through a nationwide network of knowledgeable, technically competent dealers. We have invested considerable time and effort in building a network of dealers who have years of service in access control. RS2 only works with dealers and security system integrators that can create total security solutions for customers.



To accommodate a wide range of applications, our access management systems range from entry-level, single-user systems to multi-user, enterprise-wide systems for large companies.

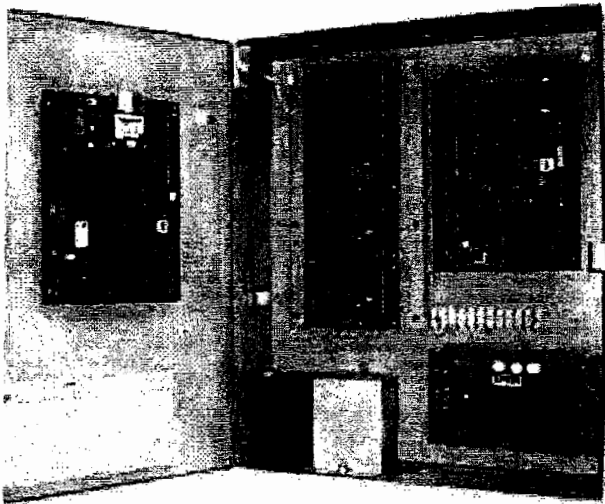


From museums to hospitals to refineries, RS2 has the products to meet the needs of business, industry, and government.



Technologies
www.rs2tech.com

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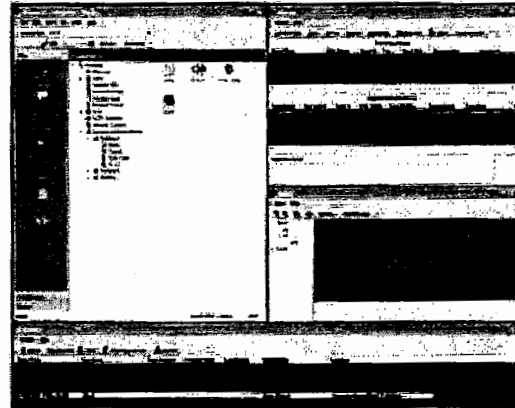


Industry-Proven Hardware

RS2 Technologies has developed an integrated family of access management hardware that can be configured to meet a wide variety of applications. It is built around our workhorse System Control Processors, which are 32-bit microcontroller-based units that are scalable from 6 MB to 12 MB, making them a cost-effective solution for very small to very large systems. A variety of input/output modules, communications packages, and other options provides unparalleled flexibility. We also offer stand-alone systems such as NExT Step™ (an expandable 2-64 reader system that requires no computer or software installation) and Step Up™ (an easily installed retrofit to replace legacy systems).

Access It!® Access Management Software

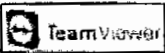
RS2 Technologies' Access It!® line is the industry's most advanced, easy-to-use access control software. To accommodate a wide range of applications, the software line ranges from Access It!® Lite.NET, an entry-level, single-user system, to Access It!® Universal, a scalable system that can be expanded from single-building control into a multi-user, enterprise-wide system. Access It!® was designed from the ground up, with the end user in mind. Its simplicity results in an operational access control system in minutes instead of hours.



Technical Resources

RS2 supports its dealers and customers with a wide variety of technical resources, available through our web site, which features an extensive Search function, as well as a list of FAQs. Training videos are available to dealers and to customers with Direct Support Agreements. In the Technical Resources section of the site, we post our popular series of White Papers, which cover such topics as Total Cost of Ownership, Open Architecture, and Integration. Also available are Case Histories and Integration Sheets covering the integration of access control with sub-systems such as DVR/NVR, Intrusion Detection, and Wireless/IP Locksets.

Service And Support

RS2 Technologies is dedicated to providing expert technical support and services in a timely and accurate manner. We understand that supporting our customers' needs is as important as the products that we develop. In addition to 24-hour phone and e-mail consultation, we also use the web-based Team Viewer  system to assist customers with rapid diagnosis and resolution of support issues. Team Viewer allows us to instantly share and interact with remote customer desktops - anywhere in the world.

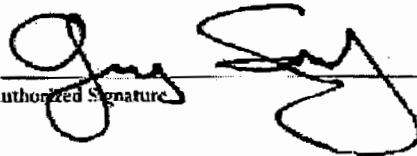


Technologies

This Certificate of Completion is presented to

JASON CHRISTIE

for successfully completing a comprehensive training course on the theory, use and practical field application of the RS2 Technologies Access It!® branded access control security software and hardware.


Authorized Signature

9/14/01

Date

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SCHEDULE A

SYSTEM GALAXY

Certified Technical Training

March 12 - 16, 2012

This certificate accredits that

Jason Christie

Actron Integrated Security Systems

successfully completed the System Galaxy certified technical training



Awarded this 16th day of March 2012

Jeffrey D. Boyle

Jeffrey D. Boyle
Training Coordinator

Wayne County Human Relations Certifications



This certifies that
Actron Integrated Security Systems, Inc.
1056 Dix Hwy
Lincoln Park, MI 48146

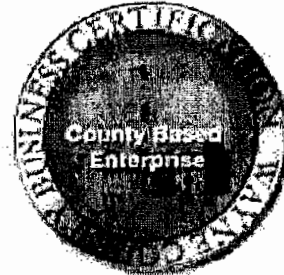
Has complied with all the requirements of the Wayne County Business Certification Program. This firm is hereby eligible to participate in Wayne County's procurement process utilizing the Equalization Credits for the following programs and/or has established compliance with Wayne County's Fair Employment Practices Resolution.



08/17/2015
(Expires On)



08/18/2013
(Expires On)



08/17/2015
(Expires On)

M/WBE Registered
08/17/2012

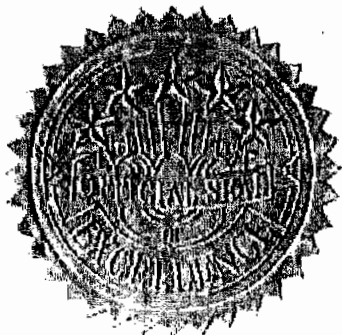
Victoria I. Edwards
Victoria I. Edwards, Director

Robert A. Ficarno
Robert A. Ficarno, County Executive

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Certificate
of
COMPLETION



This award certifies that

Richard Ruddell

has successfully completed training
and is now Pelco Certified as an

Endura Certified Systems Technician
Certification No. *RR05069*

January, 2006



Endura



David Junio
Training Manager



Dave McDonald
President

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Technologies

This Certificate of Completion is presented to

RICHARD RUDELL

for successfully completing a comprehensive training course on the theory, use and practical field application of the RS2 Technologies Access It!® branded access control security software and hardware.


Authorized Signature

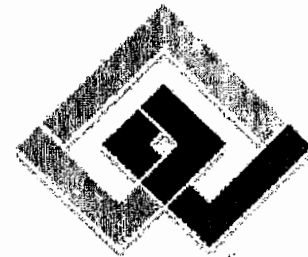
9/14/01

Date

Richard Ruddell

Has Successfully Completed the Pelco
Endura 2.0 Update Certification Test Requirements
and is recognized as a

Pelco Certified System Designer – PCSD



Endura
CERTIFIED

September 17, 2009



ORIGINAL

Dean A. Meyer
President and CEO

PELCO

by **Schneider Electric**

PGTI

PELCO GLOBAL
TRAINING INSTITUTE

PELCO

ENDLESS ADAPTABILITY

Richard Ruddell
Aciron Integrated Security Systems, Inc.
1056 Dix Road
Lincoln Park, MI 48146

Dear Richard Ruddell

Congratulations! You have attended class, studied hard, worked diligently, and passed the tests. You can now count yourself among the group of elite industry professionals who have successfully met all the requirements to become a Pelco Certified System Designer (PCSD). Welcome to Endura.

When Pelco began to develop Endura, we sought not to create just a new IP product. Rather, we chose to build a foundational architecture that will continue to grow and lead us into the future of video security. Today's Endura distributed system is the beginning of a family of products whose solutions will revolutionize the industry. We will do this in partnership with Endura certified professionals like you.

Pelco is known throughout the industry for providing our customers with innovative, superior quality products, backed by the most aggressive, complete array of customer services, all designed to guarantee 100% satisfaction. In your commitment to Endura, you have demonstrated the same passion for excellence.

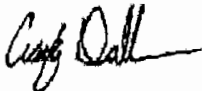
As a Pelco Certified System Designer working with an Endura Certified Integrator, you are uniquely qualified to design, specify, and quote Endura video security systems. You are vital to the success of Endura, and we at Pelco are committed to your success. Together, we are going to transform the world of video security.

Inside you will find materials that recognize your accomplishment and will help you take the next step in your Endura journey including your PCSD wallet card, your PCSD certificate and your PCSD tools.

Your Endura certification is the key to a whole new level of support from Pelco – designed exclusively for Endura professionals. With 24-hour telephone support and the new "Partner Portal" support section at Pelco's web site, you will get immediate and round-the-clock access to the tools and resources you need, when you need them. See the "I am a PCSD" tab in this package to learn how to make the most use of these amazing services.

Welcome to the future of video security.

Best Regards,



Craig Dahlman
Senior Product Manager, Digital Systems

WORLDWIDE LOCATIONS:

AUSTRALIA

CANADA

FRANCE

ITALY

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SINGAPORE

SPAIN

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PELCO WORLDWIDE HEADQUARTERS:

3500 Pelco Way | Clovis, California 96612 USA | Tel: 509/255-9100 | Fax: 509/289-9150 | Email: 555/202-1581 | URL: 509/340-1120 | www.pelco.com





TOOLES/SACHSE, LLC
A Joint Venture Company

March 9, 2010

Actron Integrated Security Systems, Inc.
1056 Dix Road
Lincoln Park, MI 48146

Reference: Guardian Building Project
Wayne County, MI

Subject: Actron - Letter of Recommendation

To Whom it May Concern,

Actron recently worked for Tooles/Sachse LLC at the historic Guardian Building in downtown Detroit for Wayne County's interior build-out. This included complete upgrade of the security system in a high-rise building including: cameras, card-readers, server, and programming. Throughout the project, Actron proved to be easy to work with, knowledgeable, efficient, reliable, and hard working.

I was very impressed with Actron's onsite team: Jason Christie and Aaron Bishop. They completed the work in a timely and professional manner. The project completion date of December 18, 2009 had no float. There was a lot of work to be completed in a tight time frame. Jason and Aaron did all means necessary in the field allowing Wayne County to move in by the scheduled date.

Actron's Project Manager, Richard Ruddell, provided the management needed to get the security work started and finished. The security bid package was the last released with no drawings. Rich visited the site, sat in numerous design meetings, and communicate his professional assessments with Tooles/Sachse and Wayne County. I felt Rich made my company a top priority. He was onsite for all phases of construction and on stand-by when Wayne County moved in.

I highly recommend Actron for all low voltage security work.

Sincerely,

TOOLES/SACHSE, LLC

Frank Scheiderer

Frank Scheiderer
313-212-3486

Tooles/Sachse, LLC Project Team

600 Griswold - Suite 900
Detroit, Michigan 48226
Phone: 313-965-0328 Fax: 313-965-3351

 ORIGINAL




To whom it may concern,

RS2 Technologies, an access control manufacture with headquarters in Munster Indiana and several locations across the country is proud to recommend ACTRON as a strong reference as a long time partner with capabilities to provide and support our systems nationally. With over 200 trained dealers across the continent and beyond, willing to lend support, we have multiple systems that have grown into global enterprise access control systems relying on this unique partnering approach. ACTRON has acted as one of these partners the most recently handling the installation and service for a national account for RS2.

RS2 technologies just celebrated its 15th anniversary and we are proud to say that ACTRON has been a partner in good standing for 12 of those years.

Gary Staley
National Sales Director
RS2 Technologies
400 Fisher Street Suite G
Munster, IN 46321
PH 219-836-9002
FAX 219-836-9102
Cell 219-746-1731
email gstaley@rs2tech.com
Web site www.rs2tech.com



 ORIGINAL

CONTRACT FOR CARD ACCESS SYSTEM UPGRADE

THIS CONTRACT FOR SERVICES AND MATERIALS ("Contract"), shall be considered as made and entered into as of the date of the last signature ("Effective Date"), and is between the City of Novi, a Michigan municipal corporation, whose address is 45175 W. Ten Mile, Novi, Michigan 48375, (hereinafter referred to as "Client"), and Actron Integrated Security Systems, Inc., whose address is 1056 Dix Road, Lincoln Park, MI 48146, (hereinafter referred to as "Contractor").

THE CLIENT AND CONTRACTOR AGREE AS FOLLOWS:

Article I. Statement and Performance of Work.

For payment by the Client as provided under this Contract, Contractor shall provide the materials and perform the services described on and in Schedule A (the "Work"), which is attached hereto and made a part of this Contract by this reference, in a competent, accurate, efficient, timely, good, professional, thorough, complete and responsible manner, and in compliance with the terms and conditions set forth below.

Article II. Timing of Performance.

Performance of this Contract shall commence on immediately after award by City Council, execution of this agreement, and issuance of a Purchase Order. Delivery of the materials and performance of the work shall be completed according to the timing set forth as part of Schedule A. The timing for performance of any such work may also be extended, if allowed in writing by the Client in its sole discretion.

Article III. Contract Price and Payment.

Subject to the terms and conditions of this Contract, the Client agrees to pay Contractor an amount for services and materials as specifically set forth in the completed Proposal attached which is part of the attached Schedule A. Such payments are in exchange for and consideration of the timely and satisfactory performance and completion of the work required under and pursuant to this Contract. Such itemized billings shall be submitted and shall be paid only upon satisfactory completion of the work itemized in the billing.

All costs and expenses incurred by Contractor under this Contract are deemed to be included in the amounts set forth in Schedule A, unless specifically identified in Schedule A as reimbursable expenses and such expenses have been approved by the Client or its designee. Contractor will obtain written approval of the Client prior to proceeding with any work that is not stated on Schedule A; otherwise, the Client will not be billed for such extra/additional work.

Payments shall be made upon verification of invoices received by the Client. All payments to Contractor shall be submitted by mail at Contractor's address first listed above, unless Contractor provides written notice of a change in the address to which such payments are to be sent.

The Contractor also agrees that for each and every calendar day that the Contractor may be in default of Completion of the Work within the time specified in Schedule A, the OWNER will suffer a damage of five hundred dollars (\$500.00) per day, and said OWNER shall be compensated therefore at the rate as liquidated damages in accordance with the Agreement.

Article IV: Termination.

A. 1. For cause: In the event that either party shall breach the terms and conditions of this Contract, the aggrieved party may notify the other party, in writing via certified mail, of such breach and demand that the same be remedied within ten (10) days. If the defaulting party fails to remedy the breach as demanded, the aggrieved party shall then have the right to terminate by giving the defaulting party thirty (30) days written notice. In addition, if at any time a voluntary petition in bankruptcy shall be filed against either party and shall not be dismissed within thirty (30) days, or if either party shall take advantage of any insolvency law, or if a receiver or trustee of any of a party's property shall be appointed and such appointments shall not be vacated within thirty (30) days, the other party shall have the right, in addition to any other rights of whatsoever nature that it may have at law or in equity, to terminate by giving thirty (30) days notice in writing of such termination.

2. For convenience: The Client may terminate the agreement, in whole or in part, without showing cause upon giving thirty (30) days written notice to the Contractor. The Client shall pay all reasonable costs incurred by the Client up to the date of notice of termination. The Contractor will not be reimbursed for any anticipatory profits that have not been earned up to the date of notice of termination.

B. In the event this Contract is terminated before completion, the Client shall not be responsible to make any further payments for work performed after the effective date of such termination, and shall pay Contractor for such materials as have been delivered and for such work as has been completed and is eligible for payment under the terms of this Contract through the date of such termination. In all events, the Client shall only be responsible to make the payments described in the preceding sentence if, at the Client's request, Contractor continues to fully perform its duties and obligations in full compliance with the terms of this Contract through the effective date of the termination.

Article V: Independent Contractor/Vendor Relationship.

A. In the performance of this Contract, the relationship of Contractor to the Client shall be that of an independent contractor and/or vendor and not that of an employee or agent of Client. Contractor is and shall perform under this Contract as an independent contractor and/or vendor, and no liability or responsibility with respect to benefits of any kind, including without limitation, medical benefits, worker's compensation, pension rights, or other rights or liabilities arising out of or related to a contract for hire or employer/employee relationship shall arise or accrue to either party as a result of the performance of this Contract.

Contractor, as an independent contractor and/or vendor, is not authorized to enter into or sign any agreements on behalf of the Client or to make any representations to third parties that are binding upon the Client.

- B. Contractor represents that it will dedicate sufficient resources and provide all necessary personnel required to perform the work described in Schedule A in accordance with the terms and conditions of this Contract. Except as may be specifically stated and agreed to in Schedule A, Contractor shall perform all of the work under this Contract and no other person or entity shall be assigned or sub-contracted to perform the work, or any part thereof, unless approved by the Client in advance.

Article VI: Liability and Insurance.

- A. Contractor agrees to indemnify and hold harmless the Client, its elected and appointed officials and employees, from and against any and all claims, demands, suits, losses and settlements, including actual attorney fees incurred and all costs connected therewith, for any damages which may be asserted, claimed or recovered against the Client by reason of (i) personal injury, death and/or property damages which arises out of or is in any way connected or associated with the actions or inactions of Contractor in performing or failing to perform the work; or (ii) civil damages which arise out of any dispute between Contractor and its subcontractors, affiliates, employees or other private third parties in connection with this Contract. Contractor specifically agrees that it is Contractor's responsibility, and not the responsibility of the Client, to safeguard the property and materials used in performing this Contract. Contractor agrees to hold the City harmless from any loss of or damage to such property and materials used in connection with Contractor's performance of this Contract.
- B. Contractor shall provide evidence of adequate insurance coverage in the types and amounts set forth on Schedule A, which is attached hereto and incorporated herein by this reference. Such insurance shall be maintained at the specified level of coverage throughout the term of this Contract, including any extension of such term, and will cover all work, acts and omissions by and on behalf of Contractor in connection with this Contract, with the Client as named additional insureds, but with such coverage being primary and non-contributory as described in the attached Schedule A.

Article VII: Information.

It is expressly acknowledged and agreed that all reports, opinions, compilations, research work, studies, data, materials, artifacts, samples, documents, plans, drawings, specifications, correspondence, ledgers, permits, manuals, applications, contracts, accountings, schedules, maps, logs, invoices, billings, photographs, videotapes and all other materials generated by and/or coming into the possession of Contractor during the term of this Contract, and any extension thereof, that in any way relate to the performance of work by Contractor under this Contract or that are otherwise related or relevant to the work, belong exclusively to the Client and shall be promptly delivered to the Client upon the termination of this Contract or, at any time, upon the Client's request.

Article VIII: **General Provisions.**

- A. Entire Agreement. This instrument, together with the attached Schedules, contains the entire Contract between the Client and Contractor. No verbal agreement, conversation, or representation by or between any officer, agent, or employee of the parties hereto, either before or after the execution of this Contract, shall affect or modify any of the terms or obligations herein contained.

- B. Compliance with Laws. This Contract and all of Contractor's work and practices shall be subject to all applicable state, federal and local laws, ordinances, rules or regulations, including without limitation, those which apply because Client is a public governmental agency or body. Contractor represents that it is in compliance with all such laws and eligible and qualified to enter into this Contract.

- C. Governing Law. This Contract shall be governed by the laws of the State of Michigan.

- D. Assignment. Contractor shall not assign this Contract or any part thereof without the written consent of the Client. This Contract shall be binding on the parties, their successors, assigns and legal representatives.

- E. Dispute Resolution/Arbitration. The parties agree that any disputes regarding a claimed violation of this agreement shall first be submitted in writing to the other party in an attempt to settle the matter before pursuing other legal actions or notices provided for in this agreement. Such written communication shall clearly state the problem or concern, allow sufficient time for a written response from the other party, and culminate in a face-to-face meeting to determine if a remedial action is possible. In no event shall this process take more than thirty (30) days, unless a specific extended period of time is agreed to by both parties in writing as being necessary. The aforementioned initial written communications between the parties also shall indicate whether the party is willing to submit the dispute to binding arbitration, non-binding mediation or other form of alternate dispute resolution, and share equally the costs for same. Upon the parties agreeing to any such method of dispute resolution and a timetable for doing so, pursuit of other legal actions shall be deferred until the process has been completed. In any binding arbitration, the arbitrator shall provide a written statement of the reasons and basis for an award or decision, a judgment of the Oakland County Circuit Court may be entered based on the arbitration award or decision, and each party shall be responsible for their own costs and attorney fees.

- F. Third Parties. It is the intention of the parties hereto that this Agreement is not made for the benefit of any private third party. It is acknowledged that Client may receive a portion of the funding for the payments under this Contract from one or more private sources, and it is understood by Contractor that it is hired by Client to work exclusively for Client (and by extension for the City should the work be accepted and implemented by the City) and Contractor agrees that no private party or parties will be allowed to hold sway or influence, in any way, over Contractor's performance of the work.

G. Notices. Written notices under this Contract shall be given to the parties at their addresses contained in this Contract by personal or registered mail delivery to the attention of the following persons:

Client: Assistant City Manager Victor Cardenas and City Clerk Maryanne Cornelius
Contractor: ACTRON INTEGRATED SECURITY SYSTEMS, INC.

H. Changes. Any changes in the provisions of this Contract must be in writing and signed by the Client and Contractor.

I. Waivers. No waiver of any term or condition of this Contract shall be binding and effective unless in writing and signed by all parties, with any such waiver being limited to that circumstance only and not applicable to subsequent actions or events.

J. Jurisdiction and Venue of Contract. This Contract shall be considered for all purposes, including the establishment of jurisdiction and venue in any court action between the parties, as having been entered into and consummated in the City of Novi, Oakland County, Michigan.

K. Conflict. In the event of any conflict or inconsistency between the above provisions of this Contract and either or both of the attached Schedules, the provisions in the above text shall govern.

IN WITNESS WHEREOF, the Client and the Contractor have executed this Contract in Oakland County, Michigan, as of the date first listed above.

WITNESS AND DATES
OF SIGNATURES:

CITY OF NOVI

Date: _____

By: Robert J. Gatt
Its: Mayor

Date: _____

By: Maryanne Cornelius
Its: Clerk

WITNESS AND DATES
OF SIGNATURES:

Actron Integrated Security Systems, Inc.

Date: _____

By: _____
Its: _____



Actron Integrated Security Systems, LLC

1056 Dix Hwy
Lincoln Park, MI 48146

Quote

Date 5/5/2014
Quote# 13009
Terms

Customer Location

City Of Novi

P.O. No.

Customer Approval

Item	Description	Qty
	Civic Center	
SL8-USB	RS2 Access It Universal Software for 8 SCP's	1
S-CLIENT	STANDER ID BADGING LICENSE	1
S-BADGE	RS2 Access it Universal Standard Badging License	1
NCL	Rs2 Controller Enclosure	6
T1658CP	16VAC 56VA Open Frame Transformer UL recognized	6
RS2 LIN-PS	RS2 12-24VDC 2.5A linear power supply Includes: battery charger, power fail detection,	6
RS2 Bat 70	RS2 Rechargeable battery, 7.0 Ah ,12 Volt	6
EP1502	Rs2 Network Controller	1
MR-52	RS2 Dual Reader Controller	15
Labor	Labor	1
PM1H0000RD	Primacy Duplex Expert USB and Ethernet	2
Maintenance	Yearly Maintenance	3
1386	HID Graphics Quality Proximity Card	500
1391	MicroProx® Tag RF Programmable Proximity Access Tag	50
	Peel-off self-adhesive back, 125KHz, 0.930" diameter	
1346	HID Keyfob	200
R6F003AAA	6 Panel Color Ribbon - YMCKO-K 200 prints / roll	5
Labor	Labor and Repair of DPS Gate	1
	Police Dept	
NCL	Rs2 Controller Enclosure	5

Sales Tax (0.0%)

Total

Phone # 313-383-0770

Fax # 313-383-7795

Web Site www.actronsystems.com



Actron Integrated Security Systems, LLC

1056 Dix Hwy
Lincoln Park, MI 48146

Quote

Date 5/5/2014
Quote# 13009
Terms

Customer Location

City Of Novi

P.O. No.

Customer Approval

Item	Description	Qty
T1658CP	16VAC 56VA Open Frame Transformer UL recognized	5
RS2 LIN-PS	RS2 12-24VDC 2.5A linear power supply Includes: battery charger, power fail detection,	5
RS2 Bat 70	RS2 Rechargeable battery, 7.0 Ah ,12 Volt	5
EP1502	Rs2 Network Controller	1
MR-52	RS2 Dual Reader Controller	13
Labor	Labor	1
Fire Station #1		
NCL12	RS2 6 Board Enclosure	1
EP1502	Rs2 Network Controller	1
MR-52	RS2 Dual Reader Controller	3
Labor	Labor	1
Fire Station #2		
NCL	Rs2 Controller Enclosure	1
T1658CP	16VAC 56VA Open Frame Transformer UL recognized	1
RS2 LIN-PS	RS2 12-24VDC 2.5A linear power supply Includes: battery charger, power fail detection,	1
RS2 Bat 70	RS2 Rechargeable battery, 7.0 Ah ,12 Volt	1
EP1502	Rs2 Network Controller	1
MR-52	RS2 Dual Reader Controller	1
Labor	Labor	1
Fire Station #3		
NCL	Rs2 Controller Enclosure	1

Sales Tax (0.0%)

Total

Phone # 313-383-0770

Fax # 313-383-7795

Web Site www.actronsystems.com



Actron Integrated Security Systems, LLC

1056 Dix Hwy
Lincoln Park, MI 48146

Quote

Date 5/5/2014
Quote# 13009
Terms

Customer Location

City Of Novi

P.O. No.

Customer Approval

Item	Description	Qty
T1658CP	16VAC 56VA Open Frame Transformer UL recognized	1
RS2 LIN-PS	RS2 12-24VDC 2.5A linear power supply Includes: battery charger, power fail detection,	1
RS2 Bat 70	RS2 Rechargeable battery, 7.0 Ah , 12 Volt	1
EP1502	Rs2 Network Controller	1
Labor	Labor	1
	Fire Station #4	
NCL12	RS2 6 Board Enclosure	1
EP1502	Rs2 Network Controller	1
MR-52	RS2 Dual Reader Controller	5
Labor	Labor	1
	Department of Public Services	
NCL	Rs2 Controller Enclosure	1
NCL12	RS2 6 Board Enclosure	1
AX-AL400ULM	ALTRONIX AL400ULX W/MOM5 INTERFACE INSTALLED	1
5365G	RS2 HID Mullion Mount Proximity Reader	9
Lock Installation	Electric Lock Installed	9
ACCESS-COM...	PVC Composite Cable	0.6
EP1502	Rs2 Network Controller	1
MR-52	RS2 Dual Reader Controller	5
T1658CP	16VAC 56VA Open Frame Transformer UL recognized	1
RS2 LIN-PS	RS2 12-24VDC 2.5A linear power supply Includes: battery charger, power fail detection,	1

Sales Tax (0.0%)
Total

Phone # 313-383-0770

Fax # 313-383-7795

Web Site www.actronsystems.com



Actron Integrated Security Systems, LLC

1056 Dix Hwy
Lincoln Park, MI 48146

Quote

Date 5/5/2014
Quote# 13009
Terms

Customer Location
City Of Novi

P.O. No.

Customer Approval

Item	Description	Qty
RS2 Bat 70 Labor	RS2 Rechargeable battery, 7.0 Ah ,12 Volt Labor	1 1
Sales Tax (0.0%)		\$0.00
Total		\$66,897.20

Phone # 313-383-0770

Fax # 313-383-7795

Web Site www.actronsystems.com