



February 26, 2020

**TO:** THE DISTRICT BOARD OF TRUSTEES  
OF VALENCIA COLLEGE

**FROM:** SANFORD C. SHUGART  
President

**RE:** AWARD OF ITN 2020-09, ASSET AND SECURITY PROTECTION SYSTEMS

Valencia College maintains sophisticated asset and security protection systems. The systems include access control, IP surveillance cameras, intrusion detection system, mass notification and fire alarm monitoring. The services needed to support the installation, monitoring and replacement of the various systems are critical to the long term security of all the Colleges campuses and requires vendor(s) that can support multiple locations as well as integration support of the network of interrelated systems.

On October 14, 2019 the College issued an Invitation to Negotiate, ITN 2020-09. The ITN sought to procure a qualified service provider to provide a customized single source option for service, installation, and incremental expansion of access control, IP surveillance cameras, intrusion detection system, mass notification and fire alarm monitoring. This solicitation was conducted through Vendor Link, which resulted in 2,541 vendors being notified and 60 vendors reviewing the ITN. Four vendors responded to the request but only one, Alert Security, Inc., DBA Signature Systems of Florida, submitted a proposal in response to the solicitation.

A public evaluation meeting was held on January 13, 2020 to review the proposal. Four (4) committee members reviewed and scored the proposal based on the following criteria: Experience, Capabilities, Operating Plan, Support Response, Completeness, Responsiveness, Required ITN Submittal Documents and, References.

Following full discussion and deliberation, Signature Systems of Florida is considered to be the service provider that meets the best interests and needs of Valencia College with respect to Asset and Security Protection Systems.

**RECOMMENDED ACTION:** The President recommends that the District Board of Trustees of Valencia College award the five (5) year agreement to Signature Systems of Florida.

A handwritten signature in black ink that reads "Sanford C. Shugart". The signature is written in a cursive style and is positioned above a horizontal line.

President