



DATE: September 24, 2014
TO: THE DISTRICT BOARD OF TRUSTEES
of Valencia College
FROM: SANFORD C. SHUGART
President
RE: AWARD OF RFP 13/14-24, LIFE SAFETY & ASSET PROTECTION SYSTEMS

On June 19, 2014 the College issued RFP 13/14-24, for Life Safety and Asset Protection Systems for the repair and maintenance of fire and security, campus wide. The following three (3) companies submitted proposals:

Kratos Public Safety & Security Solutions, Inc.
Commercial Systems Group
Signature Systems of Florida

An evaluation committee meeting was held on Tuesday, July 29, 2014, to review the qualifications and to shortlist the proposers. All three (3) proposers were selected for presentations/interviews.

On Tuesday, August 5, 2014, the evaluation committee heard presentations and evaluated the proposals based on the proposal evaluation criteria. The proposals were ranked in the following order:

1. Signature Systems of Florida
2. Commercial Systems Group
3. Kratos Public Safety & Security Solutions, Inc.

Based on previous spend data for the repair and maintenance of Life Safety & Asset Protection Systems, it is anticipated that the College will spend approximately \$450,000 annually. This is only an estimate as services will vary depending on actual requirements and usage.

RECOMMENDATION:

The President recommends that the Board of Trustees of Valencia College award the Contract for Life Safety & Asset Protection Systems to Signature Systems of Florida in an estimated amount of \$450,000. The term of the contract is for three (3) years, with the option to extend for two (2) additional one (1) year terms. Should the College not be able to negotiate a mutually agreeable contract with Signature Systems of Florida, negotiations with Signature Systems of Florida will cease and negotiations will commence with the second ranked firm and so on until a fair, competitive and reasonable agreement is reached.



President