

## MAIN PROPOSAL FOR:

### Region 10 Education Service Center Silent Panic Alert Technology (SOLICITATION: R10-1147)



**Due Date: 06 December 2022**

**Proposal Prepared For:**

Region 10 Education Service Center  
400 E Spring Valley Road,  
Richardson, TX 75081

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**Title:** Contracting Officer

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**Title:** Chief Executive Officer

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## 1. Cover Letter

To the Region 10 Education Service Center's Procurement Board,

HQE Systems, Inc. is a FEMA Certified Service-Disabled Veteran-Owned Small Business (SDVOSB) with its global headquarters in Temecula, CA. HQE Systems is pleased to submit a response to the Region 10 Education Service Center's request for an offer regarding the Silent Panic Alert Technology. Since 2014, HQE Systems has been designing, developing, hosting, and maintaining Electronic Mass Notification Systems / Digital Panic Buttons for a host of clients worldwide. Specifically, our EMNS solution is utilized by all levels of government and private organizations.

It is with great pleasure that we present you with the following response to provide the Region 10 Education Service Center with the Silent Panic Alert Technology, to include:

- ❖ A dedicated EMS team with an experience similar in size and scope to this project
- ❖ A team that is certified and has the know-how to onboard, deploy, and maintain this project
- ❖ A hosted solution that is certified and approved for use for all FEMA IPAWS communications
- ❖ A solution that can communicate via Voice Calls, SMS Text, Email, Social, RSS, IPAWS & App.
- ❖ A solution that can also provide workstation desktop & digital display alerts\*
- ❖ A solution with unlimited 3rd party software & hardware\* integrations capabilities
- ❖ Full turn-key solution to include robust training and customer support

The Silent Panic Alert Technology solution being offered for solicitation R10-1147 from HQE meets or exceeds all specifications of the stated requirements. HQE acknowledges, understands, and complies with all FARS, Scope, Requirements, and Instructions outlined in the document(s), the Statement of Work (SOW), amendments, and attachment(s) provided by the Region 10 Education Service Center. Proposal Validity: 120 Days

If you have any questions or concerns, please contact our dedicated team for this project:

<b>Contract Issue POC:</b>	Mr. Qais Alkurdi <a href="mailto:Contracts@HQESystems.com">Contracts@HQESystems.com</a>	Chief Executive Officer (800) 967-3036 Ext 1102
<b>Technical Issue POC:</b>	Mr. David Ditto <a href="mailto:BD@HQESystems.com">BD@HQESystems.com</a>	Program Manager / <b>Alert Software Expert</b> (800) 967-3036 Ext 1109
<b>Customer Support:</b>	Ms. Desiree Carr <a href="mailto:BD@HQESystems.com">BD@HQESystems.com</a>	Business Development Specialist (800) 967-3036 Ext 1106

<b>Company Name:</b>	HQE Systems, Inc.
<b>Address:</b>	27419 Via Industria, Temecula, CA 92590
<b>Phone/Fax:</b>	1 (800) 967-3036 / 1 (760) 645-7183

<b>DUNS/UEI Number:</b>	079240822/YGCSL35ZWAD7	<b>CA SB/DVBE:</b>	2001433
<b>CAGE Code:</b>	72W82	<b>SAM/WAWF:</b>	CERTIFIED/ACTIVE
<b>Federal EIN:</b>	46-4509670	<b>SDVOSB:</b>	CERTIFIED/ACTIVE
<b>VA VetsFirst:</b>	CERTIFIED/ACTIVE	<b>CSLB C7 LIC:</b>	1087628/ACTIVE

Authorized Official,



Qais Alkurdi, CEO - Disabled Veteran/Retired



## 2. Company Information

### 2.1 Why Our Customers Choose Us

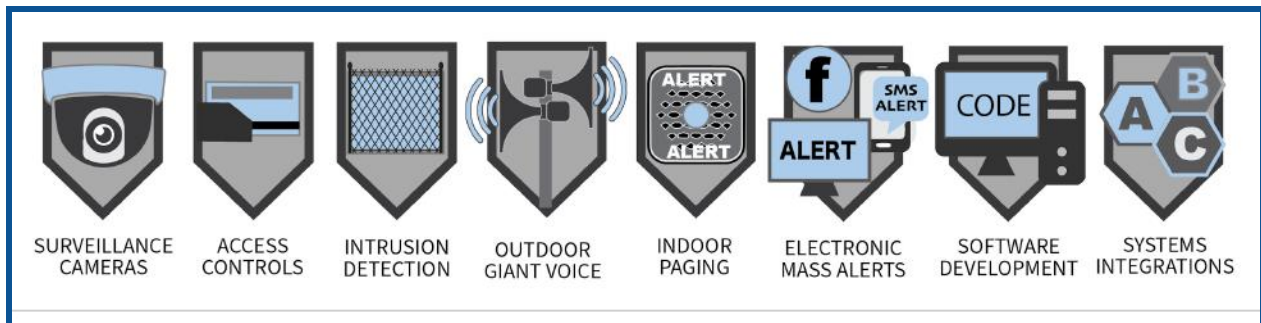
HQE Systems, Inc. (HQE) is a FEMA Certified Service Disabled Veteran Owned Small Business (SDVOSB) with its global headquarters in Temecula, California. HQE was founded by service-disabled veterans who wanted to continue to serve our communities after honorably serving in the military. For a short period, the founders of HQE worked as Subject Matter Experts (SMEs) for our nation's largest technology companies. With the work ethics sharpened in the military and the technical knowledge gained from working in large technology companies, the founders of HQE decided to open its door officially in 2014. Since then, HQE has grown to become an internationally recognized full-service technology company servicing over 1,000+ sites worldwide.



Since then, HQE has grown to become an internationally recognized full-service technology company servicing over 1,000+ sites worldwide.

The value of HQE goes beyond just our technically superior offer and price. Since 2014, we have continued solving problems for our clients through innovative software development and systems integration. Any company can offer a piece of equipment and install it. That's the easy part. But very few are capable of integrating legacy technologies with modern systems. Ultimately, our new customers always become our longtime customers due to our ability to solve problems others won't touch. We solve problems!

### 2.2 Our Full In-House Technology Capabilities



### 3. HQE’s In-House Emergency Management Solutions

#### 3.1 HQE’s Full Mass Notification Systems (MNS) Capabilities

HQE provides full turn-key solutions and services for all MNS capabilities. Our MNS engineering and technical teams have the experience and know-how to support projects of any size and scope successfully. HQE can provide solutions for systems design, planning, installation, upgrades, and sustainment services. We can provide the full spectrum of solutions as a full turnkey service because all of the core capabilities are in-house. HQE can provide full solutions for the capabilities listed below:



- ❖ **Mass Notification Management Software:** On-Premise or Cloud-Based
- ❖ **Electronic Mass Notification System (EMNS):** Software mass notification solution
  - Emails Alerts                      Phone Calls                      SMS Text Alerts
  - Desktop Alerts                      Social Media Alerts                      Push Notifications
- ❖ **Indoor Notification:** Unified indoor alerting capabilities
  - Fire Alarm Integration      Cable TV Alerts                      Visual/Audio Beacons
  - Marquee Sign Alerts              VoIP Integration                      Paging Systems
  - Panic Buttons                      Workplace Violence                      Active Shooter Locator
- ❖ **Outdoor Warning Sirens:** All-weather intelligible audio outdoor warning system
- ❖ **Integration Services:** Software and Hardware integrations
- ❖ **Maintenance Services:** Short/Long Term Preventative and Corrective Maintenance
- ❖ **Consulting Services:** Assessment, Planning, and SOP development services

The solutions being offered by HQE are fully compliant with all applicable laws and regulations.





## 3.2 HQE's Proposed Solution: The SiRcom SMART Alert Software ("SiSA")

### 3.2.1 Why Clients Choose The SiRcom SMART Alert Solution ("SiSA")

The **SiRcom SMART Alert System ("SiSA")** offered to the Region 10 Education Service Center is the world's SMARTEST agile mass notification software that will meet or exceed your requirements.

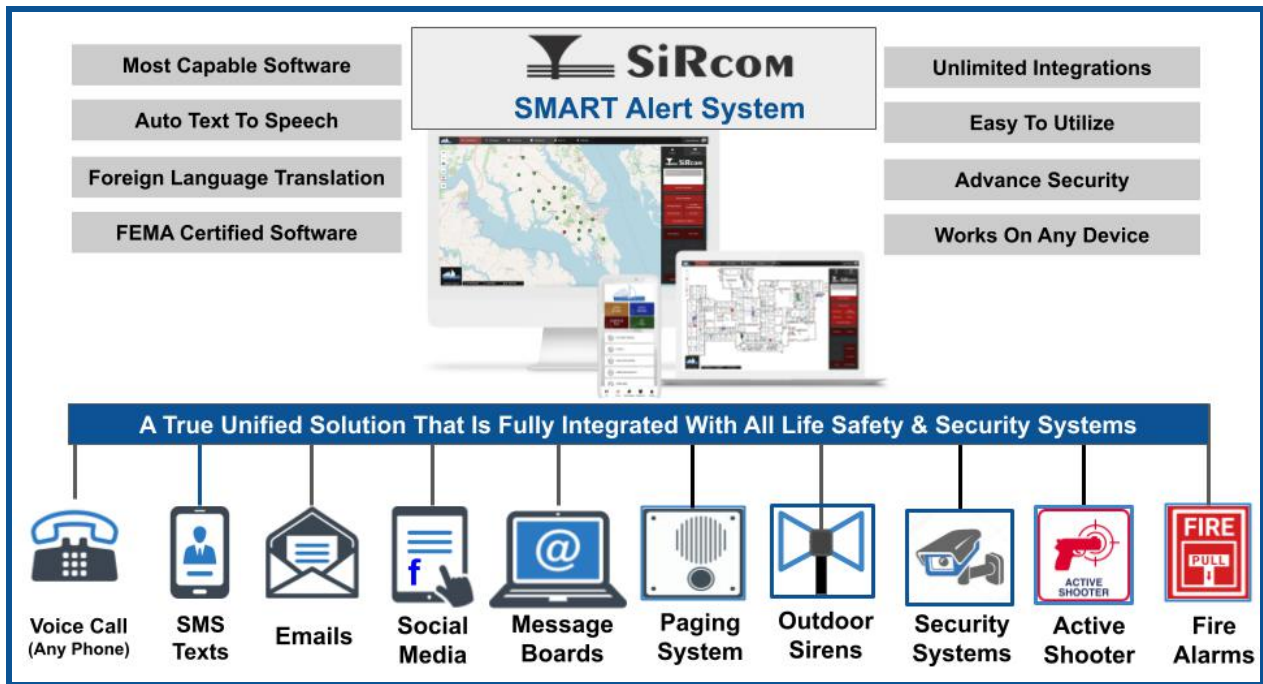


SiSA is deployable for immediate coverage for your organization with no limitations.

- ❖ **Unlimited Deployment Capable**
  - SiRcom has currently deployed to all levels of the Government & Dept. of Defense.
- ❖ **Most Secure Alerting Software**
  - SiRcom's Advanced Encryption Security was developed to the Department of Defense standards which utilize the Advanced 256 BIT AES security protocols.
- ❖ **Unlimited Scalability**
  - SiRcom's core backbone was written with Deep Machine Learning Algorithms with components of the software that is capable of supporting an unlimited number of users, locations, and systems integration for management.
- ❖ **Fully Compliant and Certified Software**
  - SiRcom's security, data protection policies, and control measures are based on the Federal Information Security Management Act (FISMA) risk management and mitigation framework that is defined by the National Institute of Standards and Technology (NIST). SiRcom is assessed and inspected by a 3rd Party Assessment Organization and holds current certifications for SysTrust Statement on Standards for Attestation Engagements and Service Operations Controls SOC2 and SOC3.

## SiSA's Can Integrate All Your Life Safety & Security Systems Into A Single Portal

**SiSA Will Work With All Your Current & Future Systems:** (Below) SiSA can integrate all your existing or future 3rd Party Hardware and Software systems into SiSA's single management portal. This integration capability allows any size organization to increase the efficiency and overall effectiveness of its life safety and security system. (Note: Below is offered for information purposes only as the proposed solution for this project is only focused on electronic notifications only). However, to include the hardware integrations, HQE can provide this integration solution in the future at any time.



SiSA is currently integrated with over 100+ life safety and security systems worldwide. From highly sophisticated Department of Defense systems to simple fire alarms. Our limitless integration capabilities are achievable because SiSA was developed with Deep Machine Learning Algorithms and has an Application Programming Interface (API) that seamlessly integrates all 3rd party systems.

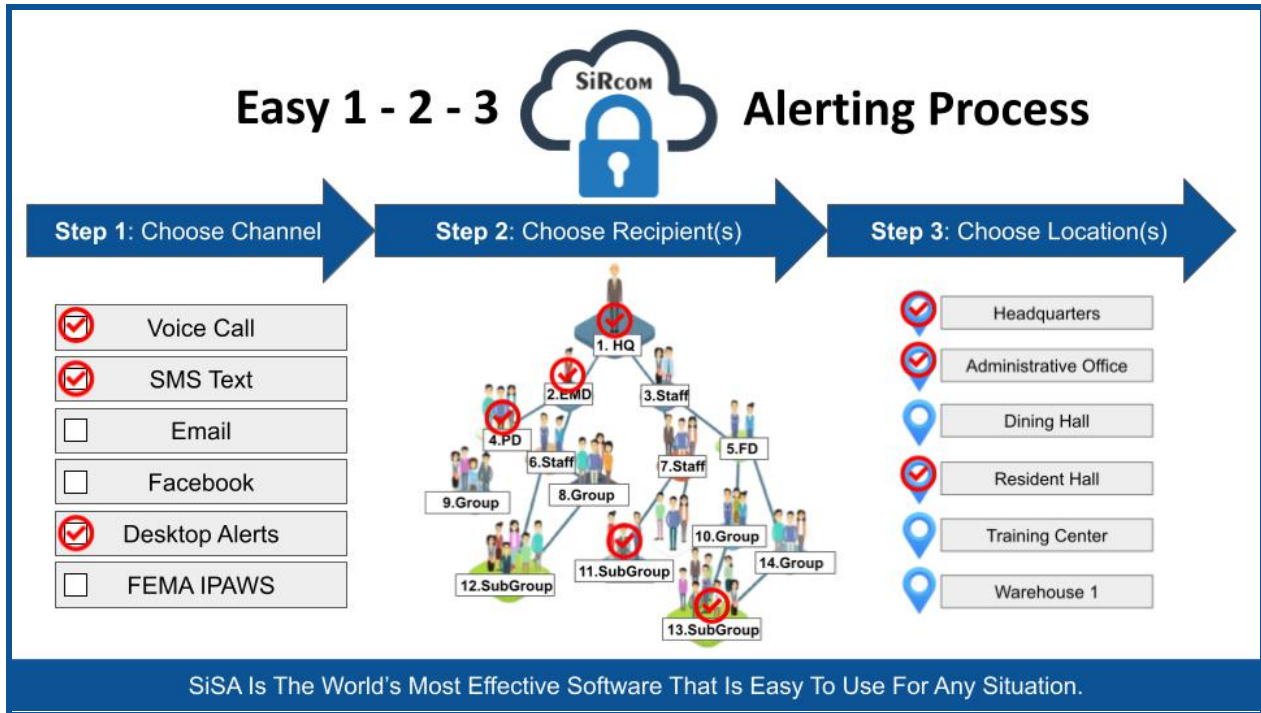
We understand that sometimes 3rd party software and hardware systems don't have or won't be provided with an API. Do not worry. HQE's in-house software and systems integration engineers can provide a solution and workaround to help you modernize your legacy systems while leveraging SiSA as your emergency alert system. In addition, SiSA can automate all of your database management to ensure that your alerts are sent to your latest recipients list in your database software.



Note: Above depicts other alerting options not included in this proposal (i.e., PA Systems, Outdoor Sirens, Desktop Alerts, etc.)

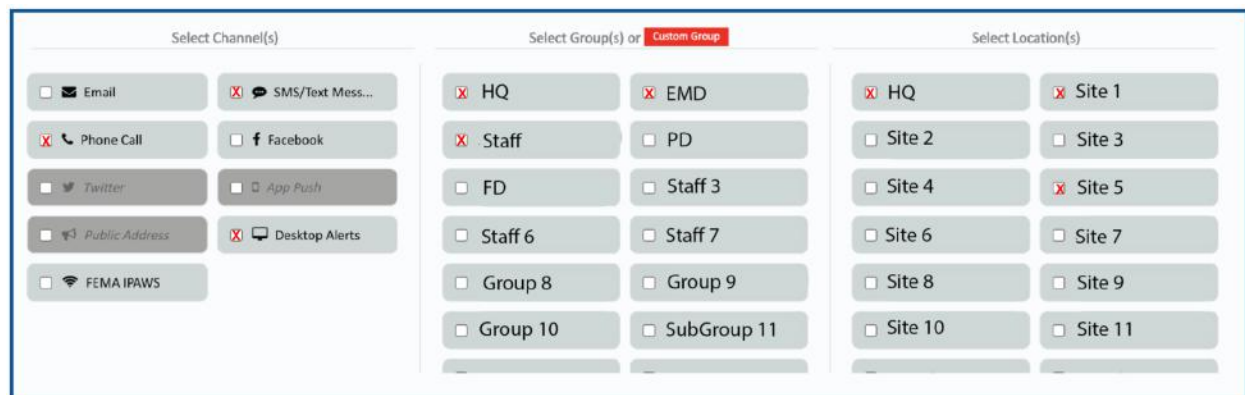
## SiSA Is Built To Configure Easily To Match Your Organization Structure

**Your Organization Is Unique** (Below) We understand that not every organization is the same. This is why SiSA was developed to be configurable and customizable to any organization's structure (departments, size, and locations).



Note: We know not every message structure is the same and we want you to be able to customize your alerts to the situation and not have to make software “fit” into the incident.

**No Matter Your Structure, SiSA Will Match Your Needs:** (Below) Based on your organization’s structure and alerting requirements, SiSA can be customized to match how your organization manages all the alerting protocols. Below is an example of SiSA’s simple but highly effective 1 - 2 - 3 alerting process in the system. No matter how many groups or locations your organization is responsible for, SiSA can be configured in minutes to match your organization.



Note: Above is a screenshot of the message tab in SiSA’s dashboard



## The SiRcom SMART Alert Software (SiSA): SMART Dashboard



OS Agnostic



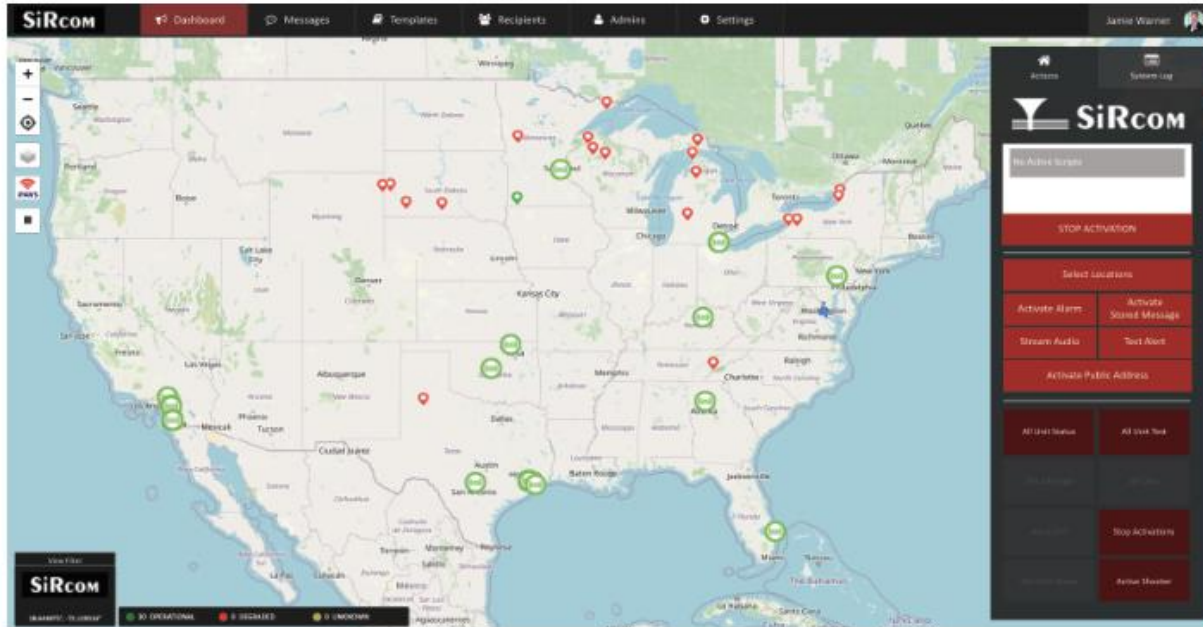
Hosted Service



Secure Platform



Highly Intuitive

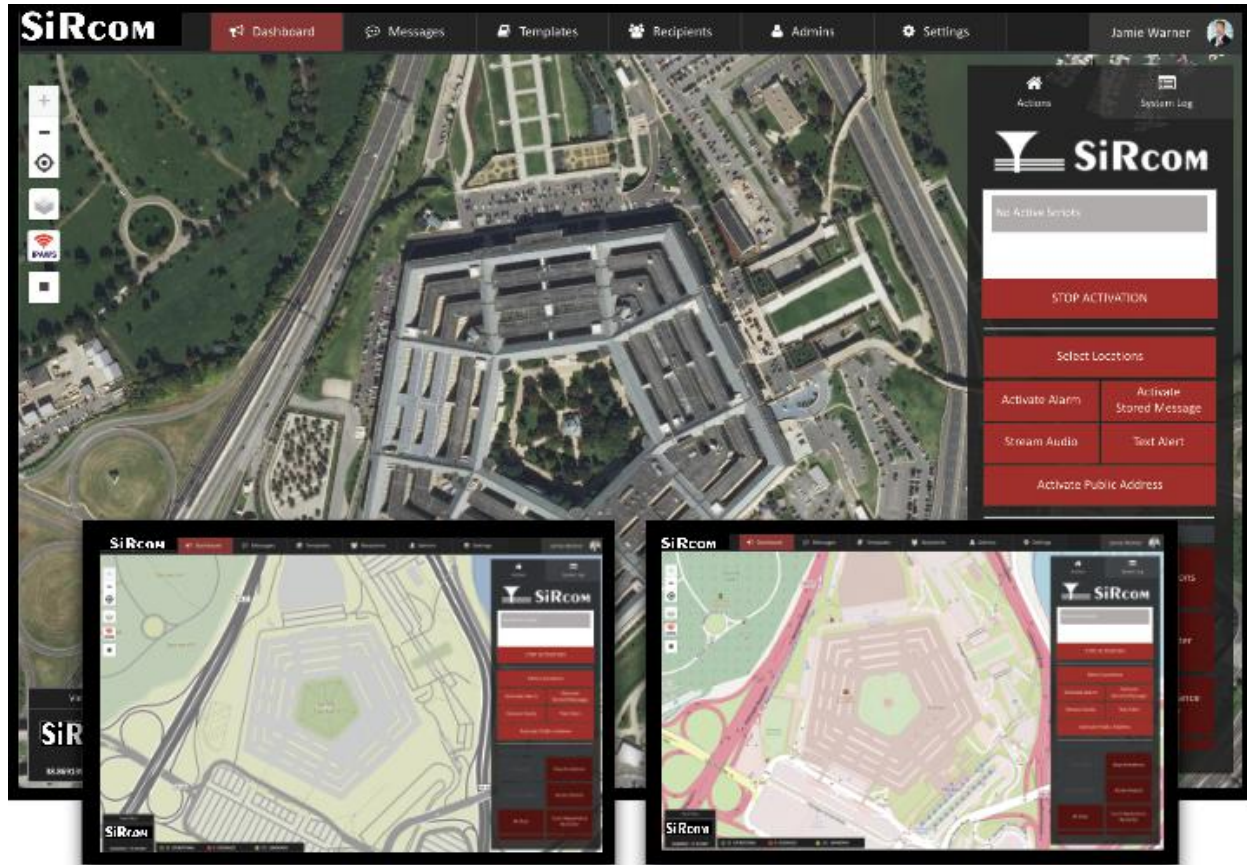


An Agile, Secure, and Easy To Use Modern Alerting Software.

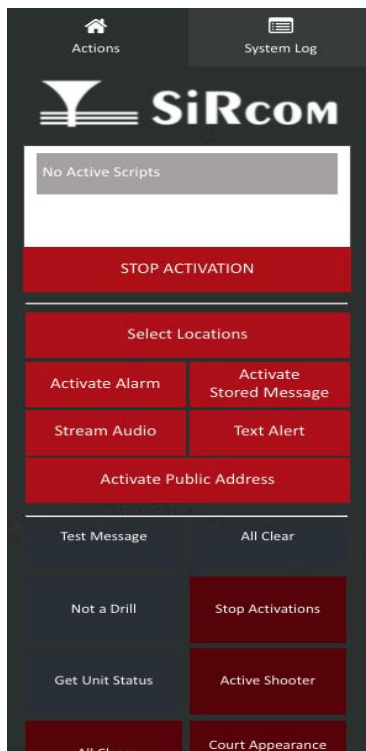
The **SiRcom SMART Alert Software's ("SiSA")** Graphic User Interface (GUI) was developed with all of the modern capabilities while keeping the user portal as simple and easy to use as possible.

- ❖ **Responsive & Mobile Friendly:** The GUI will automatically recognize the screen size (desktop, laptop, mobile phone, tablet) and adjust the content to ensure the best viewing.
- ❖ **Fast and Secure:** The software is a lite but agile software developed with Advanced Encryption Standard (AES) 256 Bit Encryption. For security in transit, we utilize the latest Transport Layer Security (TLS) and Secure/Multipurpose Internet Mail Extensions (S/MIME).
- ❖ **Easy To Navigate:** SiSA was developed for EASY navigation to allow for any authorized user to be able to operate the system with little to no training. It is HIGHLY INTUITIVE.
- ❖ **Interactive Map:** SiSA allows the authorized user to zoom in and out. Select points of interest via a selection tool. Query specific LAT / LONG to addresses. The map backbone is built to integrate into ArcGIS, QGIS, Carto, Google Maps, Palladio, ESRI, StorymapJS, and other 3rd party map platforms (including the open-source map software on the market).
- ❖ **Fully FEMA IPAWS Certified:** SiSA was originally developed for the Federal Government using the highest testing standards of the Department of Defense for their Emergency and Security Command and Control requirements. Since FEMA has approved it to allow for FEMA IPAWS alerting. This allows any client to generate and receive all FEMA alerts (Federal, State, and Local Authorities).

**Interactive Map:** (Below) The GUI has three (3) easy-to-use interactive maps.

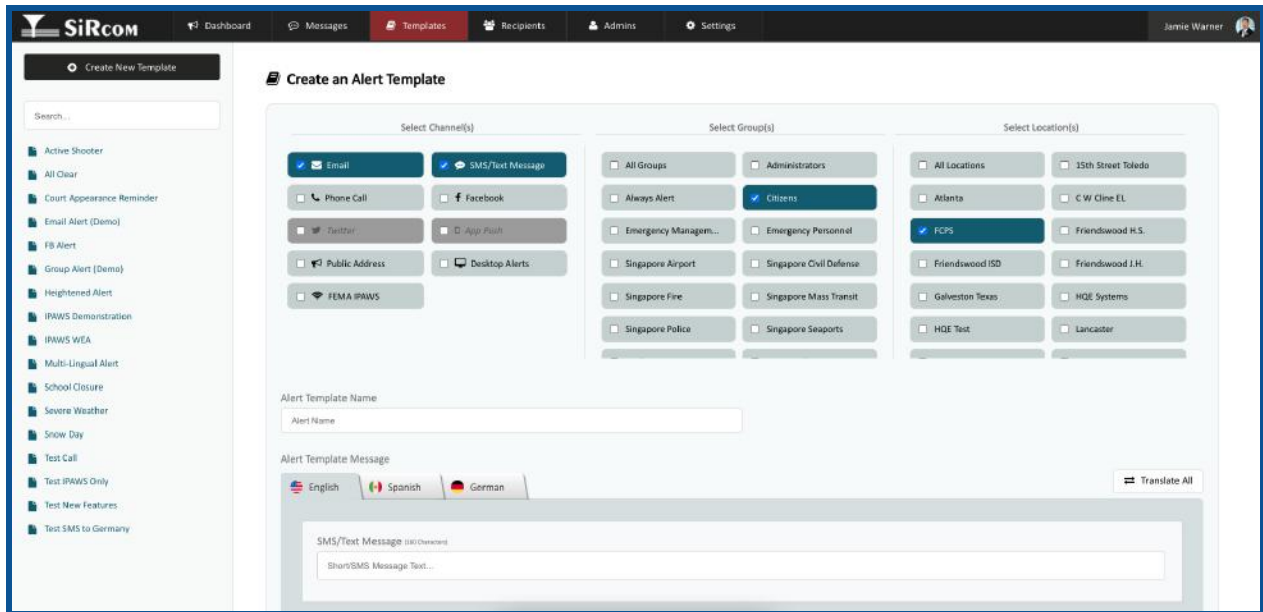


**Customize Your Quick Selection Menu To Fit Your Organization's SOPs To Save Time & Reduce Chaos**

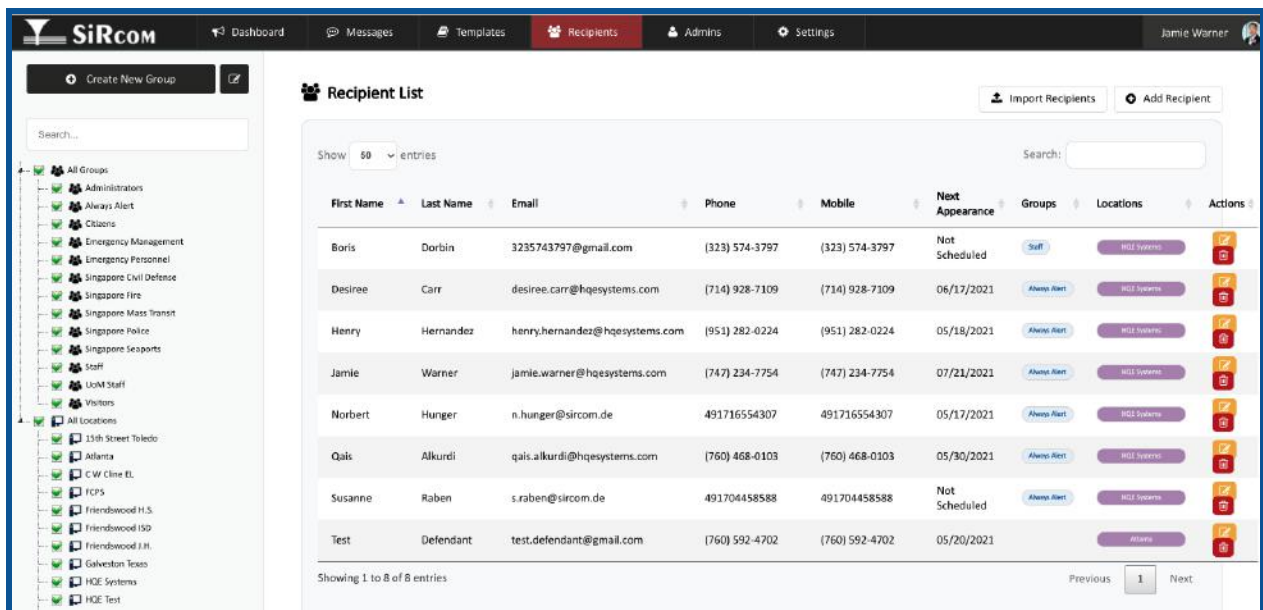


1. The quick selection menu is located on the dashboard that is available on the interactive map (on the right-hand side, see dashboard image above).
2. The quick selection menu is fully customizable to meet your organization's needs. This allows the quick selection menu to display the most likely situations faced by your staff. This menu can be as simple or processed as you require to meet your emergency management SOPs.
3. From the quick selection menu, an administrator can quickly choose an action button and select the person(s), group(s), and location(s) to easily send the alert. In addition, from the quick selection menu, the administrator can pause or cancel all alerts. In an emergency, the quick selection menus have been the tool of choice for emergency managers.
4. The quick selection menu has a historical records section available for authorized administrators to review and export. This allows for a quick export of all administrative use information.

**Messages Templates Tab:** (Below) The Region 10 Education Service Center has the ability to create an unlimited number of message templates that can be saved for future use.

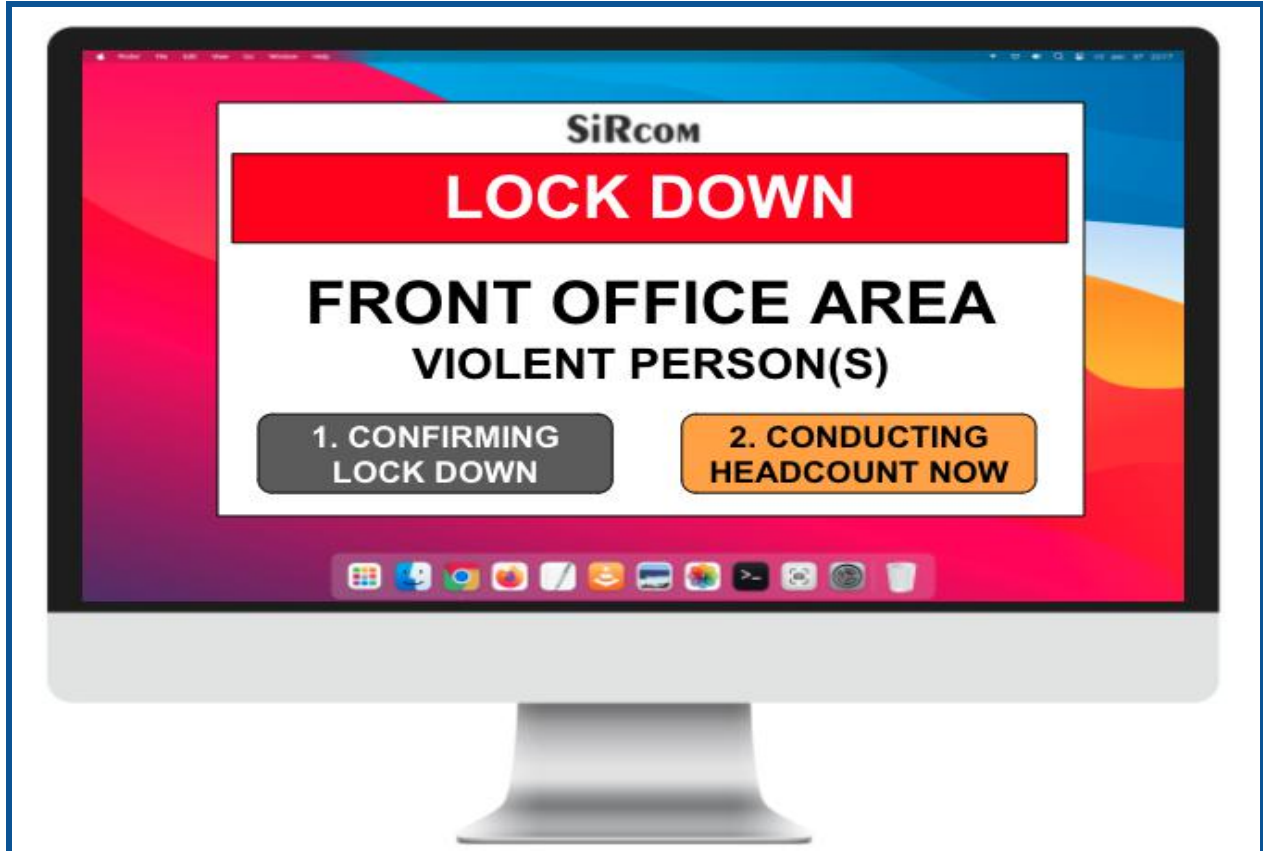


**Recipients Tab:** (Below) The Region 10 Education Service Center can create an unlimited number of groups and subgroups. This will allow for a custom hierarchy approved and authorized by the Region 10 Education Service Center’s main administrators. SiSA will also allow for automatic user base updates or manual .CSV or other file format uploads to maintain the latest user contact information. The main administrators or group/subgroup administrators can also manage roles and create groups based on local alerting SOPs (roles, locations, etc.)

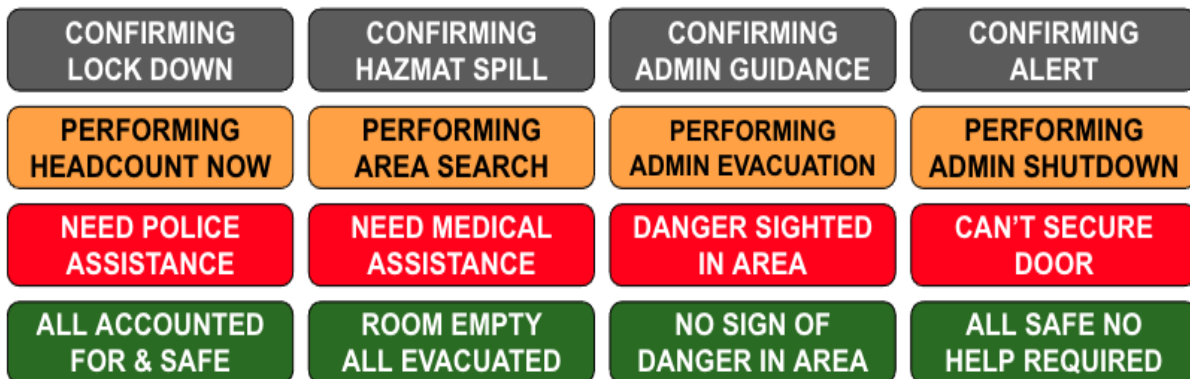




**Digital Panic Alert Buttons:** (Below) SiSA has a built-in alerting capability for authorized users to transmit alerts to all networked workstations on-site immediately. This alert can also send 2-way confirmation and communications action buttons. This allows authorized administrators to quickly consolidate essential information to increase situational awareness and prioritize the action on site. (Option)



**Interactive Panic Alert Button:** (Below) SiSA has an unlimited number of buttons that can be created. However, a few of the common buttons are shown below to provide a better understanding of the software’s potential.

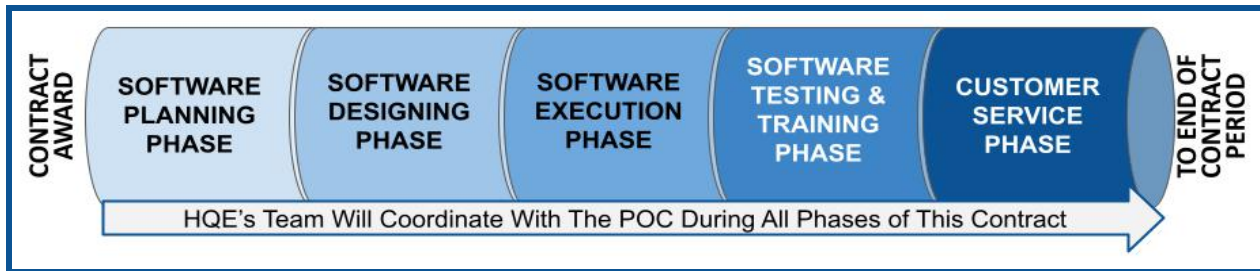


Note: Buttons above are a few sample buttons that can be created. SiSA has unlimited “action buttons” creation capability to match your organization's emergency SOP process and procedures.



### 3.3 HQE’s Project Approach To The NC DPS’s Requirement

HQE’s strength is in our ability to implement the solution efficiently and effectively. While the implementation project schedule may change due to unforeseen circumstances and project complexities, HQE can deploy the solution faster than the time stated below if requested by the Region 10 Education Service Center (“Region 10 ESC”). HQE’s Onboarding Project Manager and his team will work closely with Region 10’s project team to understand and define the technical and functional requirements. The team will also define the project's success for both sides during the initial kickoff meeting during the software planning phase. Below is a sample implementation project schedule for review.



\* Note: The proposed estimated days above do not take into consideration any scheduling conflicts, unforeseen changes to the availability of supplies from the manufacturer, inclement weather, the COVID-19 Pandemic, and or civil unrest issues that may cause delays in the overall project. HQE will inform The NC DPS of any potential delays if any arise during any phase of the project.

Software Planning Phase		Participant(s)		
<b>HQE’s Staff Leading This Phase:</b> Corporate Monitor, Project Manager <b>NC DPS Suggested Staff Role Participation:</b> Project Lead, IT Specialist, Super Admin				
1	This phase is initiated when HQE receives the intent to award notice from the client.	HQE	Region 10 ESC	SiRcom
2	Goals of this phase are:			
3	Coordinate and finalize all administrative (contract) requirements	X	X	
4	Conduct an internal kickoff meeting with the HQE’s designated staff to prepare for the project. This includes contacting the manufacturer to notify them of the upcoming procurement of equipment.	X	X	X
5	Coordinate and execute an official kickoff meeting for the project.	X	X	
6	Introduction of the project team	X	X	
7	Request for any final information requests from client	X	X	
8	Create the tentative plan of action based on information captured from SiRcom and the client	X	X	
9	This phase ends when the plan is established by HQE and approved by the client			
Software Designing Phase		Participant(s)		
<b>HQE’s Staff Leading This Phase:</b> Project Manager, Software Developers, Systems Analyst <b>NC DPS Suggested Staff Role Participation:</b> Project Lead, IT Specialist				
1	This phase is initiated when HQE receives the approval for the updated project plan based on the information gathered during the planning phase.	HQE	Region 10 ESC	SiRcom
2	Goals of this phase are:			
3	Technical design of the specified systems requirement is compiled into the comprehensive overall systems architecture (network, hierarchy, communications, etc).	X		
4	An updated detailed network infrastructure support, network security access, and connectivity plan to be developed and coordinated between HQE and the Region 10 Education Service	X		

	Center			
5	HQE to update the overall setup time based on the information coordinated with the IT Dept., Site Main POC, and all other stakeholders (3rd Party Software Service Providers).	X	X	X
6	All critical software capabilities are tested at HQE's facilities to ensure proper function and prepared for integration and deployment.	X		
7	HQE to coordinate with the client's project POC to confirm the execution schedule.	X	X	
8	This phase ends when the planned software package has been packaged for deployment.			
<b>Software Execution Phase</b>		<b>Participant(s)</b>		
<b>HQE's Staff Leading This Phase:</b> Project Manager, Systems Analyst, Data Manager <b>NC DPS Suggested Staff Role Participation:</b> Project Lead, IT Specialist, Super Admins				
1	This phase is initiated when the exact date is confirmed for HQE's software deployment team is given the approval to finalize the integration of the software package.	HQE	Region 10 ESC	SiRcom
2	Goals for this phase are:			
3	Coordinate with the Client's POC and any other stakeholders to start the onboarding.	X	X	
4	HQE will coordinate with the Region 10 Education Service Center to capture the latest onboarding issues from the stakeholders.	X	X	
5	HQE to perform the local server setup, data upload, and 3rd Party Software integrations	X		
6	Conduct internal testing of the system installed to the OEM's proper function standards. For any test results that do not meet the OEM standards, HQE will fix the issue to ensure all internal tests meet the OEM standards for the final performance.	X		
7	HQE to coordinate with the client for the test and turnover date.	X	X	
8	This phase ends when testing and turnover dates are agreed to by all parties.			
<b>Software Test and Turnover Phase</b>		<b>Participant(s)</b>		
<b>HQE's Staff Leading This Phase:</b> Corporate Monitor, Project Manager, Master Trainers <b>NC DPS Suggested Staff Role Participation:</b> Project Lead, IT Specialist, Admins				
1	This phase is initiated when the test and turnover date is agreed to by HQE and all state holders.	HQE	Region 10 ESC	SiRcom
2	Goals for this phase are:			
3	Detailed software walkthroughs of all the works performed by HQE.	X	X	
4	HQE to test the agreed-upon percentage of the system with the client to ensure the proper functioning of the system per the OEM standards.	X	X	
5	HQE to fix any issues found during the test and turnover phase.	X	X	
6	HQE to provide the client with the systems test and turnover files/ report.	X	X	
7	HQE to conduct any training required by the client per the RFP.	X	X	
8	This phase ends when the client signs off on the test and turnover certificate.			
<b>Customer Support Phase</b>		<b>Participant(s)</b>		
<b>HQE's Staff Leading This Phase:</b> Project Manager, Customer Support <b>NC DPS Suggested Staff Role Participation:</b> Project Lead, Super Admins, Admins				
1	This phase is initiated when the system is accepted by the client.	HQE	Region 10 ESC	SiRcom
2	Goals of this phase are:			
1	Provide the level of customer support as required in the solicitation for all technical issues that may arise during the set time duration of the contract.	X	X	
2	This phase ends on the last day of the specified solicitation performance task requirement.			

## 4. Proposed Cost Options - See Attachment B for Pricing

## 5. Qualifications & Implementation Support

### 5.1 Where We Support Our Customers From

HQE’s global headquarters is located in the Westside Technology Park of Temecula, California. HQE’s HQs consist of the company’s management division, technical staff offices, and two major supply warehouses. Our supply warehouses are stocked with 5% to 10% of high-usage repair parts. Recently, HQE has increased the quantities of the in-stock parts to mitigate the long-term lead times. In addition, HQE has an in-house technical laboratory to support any advanced systems integrations and upgrades. As a global service provider, HQE provides support from multiple locations.

**Main HQ Office**  
27419 Via Industria  
Temecula, CA 92590

**Eastcoast Support**  
4900 O’Hear Ave  
Suite 10  
North Charleston, SC

**European Support Office**  
Mühldorfer Strasse 1  
85661  
Forstinning - Germany



### HQE’s Technical Support Teams/Partners Locations

Region I: Western U.S.	Region II: Central U.S.	Region III: Eastern U.S.
Sacramento, CA	Houston, TX	Washington, D.C.
Los Angeles, CA	San Antonio, TX	Quantico, V.A.
San Diego, CA	Nashville, TN	Huntersville, NC
Seattle, WA	Little Rock, AR	Manchester, NH
Phoenix, AZ	St Louis, MO	Atlanta, GA
Salt Lake City, UT	Louisville, KY	Tampa, FL
Albuquerque, NM	Indianapolis, IN (Pending)	West Palm Beach, FL
Denver, CO	Oklahoma City, (Pending)	New York City, NY

Note: Europe (Region IV) & Asia (Region V) support team/partner locations not shown. Locations do not depict a formal office. Rather HQE has full-time, part-time, independent contractors and value partners that can provide support if required.

## 5.2 Experience of Key Personnel

### 5.2.1 HQE's Dedicated Experienced Contract & Technical Leaders

**HQE**  
SYSTEMS, INC.

**Qais Alkurdi**  
Corporate Monitor/Contract Manager

CONTRACTORS LICENSE  
ACTIVE

SDVOSB  
Service-Disabled Veteran Owned Small Business

CYBER SECURITY STRATEGY

Mr. Qais Alkurdi has over 17+ years of Silent Panic Alert Technology experience. His experience ranges from being an on-the-ground technician in multiple combat zones to managing major government projects after his honorable military service. From the beginning of his career, Mr. Alkurdi has fulfilled all the key positions for complex projects. As the Chief Executive Officer for HQE, Mr. Alkurdi is responsible for managing all aspects of this contract to ensure compliance with and adhere to all aspects of the terms and conditions of the service agreement. Mr. Alkurdi will be intimately involved from contract award to the end of contract turnover. Mr. Alkurdi will ensure the team provides quality service and the best solution to the Region 10 Education Service Center. Mr. Alkurdi has successfully managed over 250+ major complex contracts for Fortune 50 companies and HQE since being honorably discharged from the military.

**HQE**  
SYSTEMS, INC.

**David Ditto**  
Program Manager

PROJECT MANAGEMENT PROFESSIONAL  
PMP®  
CERTIFICATION

SDVOSB  
Service-Disabled Veteran Owned Small Business

CYBER SECURITY STRATEGY

Mr. Ditto has over 14+ years of direct Silent Panic Alert Technology experience. A certified Project Management Professional, Mr. Ditto has managed major complex projects for clients from both sides of the project. Mr. Ditto has years of experience designing and drafting systems requirements as a Government Official. This experience allows Mr. Ditto to see what obstacles our clients are trying to overcome for any size project. With this experience, Mr. Ditto can manage the solution being provided to meet all of the client's short-term needs and long-term sustainment requirements. The industry considers Mr. Ditto as a subject matter expert for all aspects of Silent Panic Alert Technology. Mr. Ditto has personally designed, installed, upgraded, and maintained over 6,000+ Electronic Security Systems worldwide. With his hands-on experience and honed contract management skills, Mr. Ditto will oversee and ensure each and every step of the contract delivery process.





**Chuck Lewis**  
Program Manager - QC/QA



Mr. Charles “Chuck” Lewis has been hand-picked for this project to ensure all of the services and solutions being provided are of the highest quality. With over 27+ years of leadership and technical experience, he is known as a true subject matter expert for Silent Panic Alert Technology solutions. Mr. Lewis has successfully managed strategic communications/security assets on U.S. Naval submarines, ships, aircraft, and military installations, protecting our nation's most sensitive and strategic sites. Mr. Lewis is known for meticulous attention to detail and as a Project Management Professional, he understands how to maximize the productivity of the team in any environment for any project.



**Nick Ellis**  
Lead Project Manager



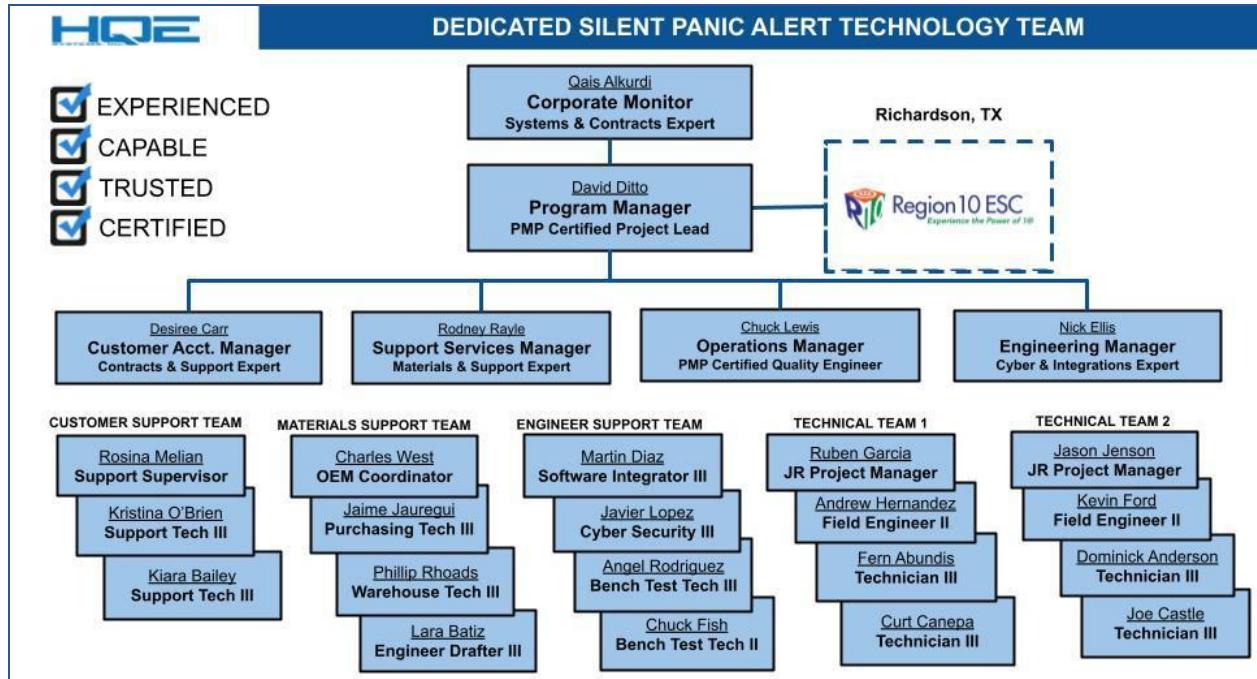
Mr. Nick Ellis has over 13+ years of direct Electronic Security Systems experience. Mr. Ellis is trained and factory-certified with most of the major national brands. He is considered a technical subject matter expert with factory-level training and years of designing, integrating, installing, and upgrading over 4,500+ Electronic Security Systems endpoints. Mr. Ellis also has over 10+ years of leading technical teams on multiple site/facilities projects. After assessing the scope of work, HQE’s leader hand-selected Mr. Ellis for this project for the Region 10 Education Service Center. This was due to Mr. Ellis’ recent successful project that was similar in size and scope to the Region 10 Education Service Center’s project.

The handpicked project leadership team has worked together on over 30+ successful projects in the past year. All of the projects collaborated on were successfully completed and have met all of the customer’s expectations contractually and technically.

### 5.3 Qualifications of Dedicated Project Team

HQE’s Key Personnel includes company officers, directors, and associates bringing over 155+ years of Mass Notification Systems engineering design, installation, and maintenance experience. All our leadership and key personnel have maintained TOP SECRET and SECRET security clearances and have direct experience servicing public safety.

#### Dedicated Staff To This Project



Line	Management Staff	Key Responsibilities For The Project
1	Mr. Qais Alkurdi	Corporate Monitor - Systems and Contracts Management Subject Matter Expert
2	Mr. David Ditto	PMP Certified Program Manager - Primary POC to Region 10 ESC
3	Mr. Chuck Lewis	PMP Certified Program Manager - Quality Control (QC) and Quality Assurance (QA)
4	Mr. Nick Ellis	Engineering Manager - Systems Integrations, Cyber, and Systems Security
5	Ms. Desiree Carr	Customer Account Manager - Customer Support and Contract Coordination
6	Mr. Rodney Rayle	Support Services Manager - Provides Materials and Engineering Support
7	Mr. Charles West	Field Engineer - Coordinates With All OEMs To Meet Project Milestones & Timelines
8	Mr. Jaime Jauregui	Purchasing Tech - Procures All Materials To Meet The Project Schedule
9	Mr. Phillip Rhoads	Warehouse Tech - Prepares and Ships All Tools, Materials, and Equipment
10	Ms. Lara Batiz	Engineering Drafter - Provides All Technical Drawings, As-Built, Documents
11	Mr. Martin Diaz	Software Engineer - Provides All Software Engineering Support To The Project
12	Mr. Jason Jenson	JR Project Manager - Supervises Technical Team 2 & Provides Customer Support
13	Mr. Kevin Ford	Field Engineer - Ensures All Systems Installed Meet OEM Engineering Standards
14	Mr. Dominick Anderson	Technician - Provides All Installations, Upgrades, and Maintenance Support
15	Mr. Joe Castle	Technician - Provides All Installations, Upgrades, and Maintenance Support
16	Mr. Ruben Garcia	JR Project Manager - Supervises Technical Team 1 & Provides Customer Support
17	Mr. Andrew Hernandez	Field Engineer - Ensures All Systems Installed Meet OEM Engineering Standards
18	Mr. Fern Abundis	Technician - Provides All Installations, Upgrades, and Maintenance Support

Note: HQE’s dedicated team deployed to the worksite will be from this dedicated team

## 5.4 Credentials Of HQE’s Dedicated Panic Alarm Systems Team



	<b>Experience To Enable Project Success</b>	Qais Alkurdi	David Ditto	Charles Lewis	Nick Ellis	Charles West	Kevin Ford	Andy Hern.	Fern Abundis	Joe Castle	Ruben Garcia	Curtis Canepa	Martin Diaz	Desiree Carr
1	Military Veteran	X		X	X	X	X	X	X		X			X
2	MNS Expert	X	X	X	X	X	X	X	X	X	X	X		
3	Formal Education	X	X	X	X	X	X	X	X	X	X		X	X
4	Project Management	X	X	X	X	X	X	X	X	X	X		X	X
5	Microsoft Office Suite	X	X	X	X	X	X	X	X	X	X	X	X	X
6	MNS Full Systems Design	X	X	X	X	X	X	X	X	X	X			
7	MNS Installation	X	X	X	X	X	X	X	X	X	X	X		
8	MNS Maintenance	X	X	X	X	X	X	X	X	X	X	X		
9	MNS Upgrades	X	X	X	X	X	X	X	X	X	X	X	X	
10	MNS Programming	X	X	X	X	X	X	X	X	X	X		X	
11	Remote Troubleshooting	X	X	X	X	X	X	X	X	X	X	X		
12	Analog Systems Upgrades	X	X	X	X	X	X		X	X			X	
13	Digital Systems Scaling	X	X	X	X	X		X		X		X	X	
14	Network Security	X	X	X	X	X	X	X	X	X	X		X	X
15	IP Based Systems	X	X	X	X	X	X	X	X	X	X	X	X	
16	Fiber Optics Cabling	X	X	X	X	X	X	X	X	X	X	X	X	
17	CAT Cabling / POE	X	X	X	X	X	X	X	X	X	X	X	X	
18	Media Cards / Switches	X	X	X	X	X	X	X	X	X	X	X	X	
19	Security Software	X	X	X	X	X	X	X		X	X	X	X	
20	Network Servers	X	X	X	X	X	X	X	X	X	X	X	X	
21	SAP Security Technology	X	X	X	X	X	X	X	X	X	X	X	X	X

Note: Above experience is assessed by HQE’s management team for proficiency and understanding..



## 6. Key Past Performance (Last 3 Years)

Over the past three years, HQE has designed, implemented, and successfully handed over numerous projects throughout the world. Our success has been built on our capabilities to be of value to our clients by providing the needed service at the right phase of the client’s requirements. From small to major projects, HQE has participated in every phase of the requirements lifestyle. The below graphic depicts projects for which HQE was directly responsible for successfully completing the project. In the past 3 years, HQE has deployed multiple teams worldwide to earn a 5-star customer service rating in the Department of Defense’s performance rating.

- ❖ **General Consulting:** Providing subject matter expertise to conduct gap analysis and design a partial or complete solution requirement that can be utilized to purchase a solution.
- ❖ **Project Management:** Providing oversight and operations management services to oversee a specified project.
- ❖ **Installation & Upgrades:** Providing hardware, software, and integration services for new capabilities. When requested, upgrade the current legacy system in place.
- ❖ **Maintenance & Sustainment:** Providing scheduled preventative and corrective maintenance. To include on-call service support for systems in place.
- ❖ **Full Turn-Key Projects:** Providing full-service support from start to finish of single or multiple projects. HQE’s value to the client is that with our in-house design, engineering, installation, and software team, we can accomplish any size and scope project required by our clients.



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## 6.1 Successful Relevant Projects For Reference

Past Performance Contract Details		Past Performance Contract General Project Description
1	<b>Organization</b>	Multiple K-12 Schools on U.S. Military Bases
	<b>Industry</b>	DoDEA
	<b>Location(s)</b>	<ul style="list-style-type: none"> <li>● Camp Lejeune, NC</li> <li>● Camp Pendleton, CA</li> <li>● Quantico, VA</li> <li>● Yuma, AZ</li> <li>● San Diego, CA</li> <li>● Parris Island, SC</li> </ul>
	<b>System Purchased</b>	Mass Notification Systems
	<b>Contract Value</b>	\$ 4,805,496
	<b>Contract Period</b>	June 2018 - Present
	<b>POC</b>	Mr. Robert Brown (843) 990-2122 <a href="mailto:Robert.k.brown1.ctr@navy.mil">Robert.k.brown1.ctr@navy.mil</a>
		<p>❖ <b>Project Background:</b></p> <ul style="list-style-type: none"> <li>➢ The DoDEA required installation of an Emergency Mass Notification System for K-12 schools on multiple military bases within the United States</li> </ul> <p>❖ <b>The Final Solution Provided:</b></p> <ul style="list-style-type: none"> <li>➢ Modern Emergency Mass Notification System for command and control of each military base</li> <li>➢ Installing Giant Voice and Emergency Mass Notification into sensitive military sites that required detailed planning with multiple stakeholders</li> </ul> <p>❖ <b>Value Of HQE's Final Installed Solution:</b></p> <ul style="list-style-type: none"> <li>➢ HQE's solution fully integrated modern capabilities with the existing legacy security system. Saved the Marine Corps \$450K in upgrade costs</li> <li>➢ Provided a single emergency management portal for all of the previously stove-piped legacy safety systems</li> </ul>

Past Performance Contract Details		Past Performance Contract General Project Description
2	<b>Organization</b>	Multiple K-12 Schools overseas on U.S. military base
	<b>Industry</b>	DoDEA
	<b>Location(s)</b>	<b>U.S. overseas Military Bases</b> <ul style="list-style-type: none"> <li>● Okinawa, Japan</li> </ul>
	<b>System Purchased</b>	Mass Notification Systems
	<b>Contract Value</b>	\$4,805,496 + \$8Mil in 2021
	<b>Contract Period</b>	June 2018 - Present
	<b>POC</b>	Mr. Robert Brown (843) 990-2122 <a href="mailto:Robert.k.brown1.ctr@navy.mil">Robert.k.brown1.ctr@navy.mil</a>
		<p>❖ <b>Project Background:</b></p> <ul style="list-style-type: none"> <li>➢ The DoDEA required installation of an Emergency Mass Notification System for K-12 schools on multiple military bases overseas</li> </ul> <p>❖ <b>The Final Solution Provided:</b></p> <ul style="list-style-type: none"> <li>➢ Modern Emergency Mass Notification System for command and control of each military base</li> <li>➢ Installing Giant Voice and Emergency Mass Notification into sensitive military sites that required detailed planning with multiple stakeholders</li> </ul> <p>❖ <b>Value Of HQE's Final Installed Solution:</b></p> <ul style="list-style-type: none"> <li>➢ HQE's solution is a fully integrated modern Emergency Mass Notification System with the existing security system.</li> </ul>

Past Performance Contract Details		Past Performance Contract General Project Description
3	<b>Organization</b>	CA MEDICAL GROUP - CHLA, USC, UCLA
	<b>Industry</b>	Healthcare & Higher Ed.
	<b>Location(s)</b>	<b>4 Projects</b> <ul style="list-style-type: none"> <li>❖ Children's Hospital of LA (CHLA)</li> <li>❖ University of Southern California (USC)</li> <li>❖ University of LA (UCLA)</li> </ul>
	<b>System Purchased</b>	Mass Notification Systems
		<p>❖ <b>Project Background:</b></p> <ul style="list-style-type: none"> <li>➢ The University of Southern California required the installation of new CCTV cameras and an integrated Campus Mass Notification System (Public Address, Visual Alert Devices, and Electronic Emergency Alerting Software.</li> </ul> <p>❖ <b>The Final Solution Provided:</b></p> <ul style="list-style-type: none"> <li>➢ HQE installed 672 CCTV Cameras and an integrated Campus-wide Mass Notification System including public address, visual alert devices, and electronic emergency alerting software.</li> </ul>

<b>Contract Value</b>	\$1,932,000.00	<b>❖ Value Of HQE's Final Installed Solution:</b> <ul style="list-style-type: none"> <li>➤ HQE's solution fully integrated the new CCTV Camera System into the Mass Notification System and delivered a single software solution to the University.</li> </ul>
<b>Contract Period</b>	June 2019 - Sept. 2020	
<b>POC</b>	Mr. Roberto Calderon Children's Hospital Design Lead (818) 813-3598 <a href="mailto:Roberto@CalderonDesignGroup.com">Roberto@CalderonDesignGroup.com</a>	

Past Performance Contract Details		Past Performance Contract General Project Description	
4	<b>Client Name</b>	<b>Dept. of Public Health</b>	<b>❖ Project Background:</b> <ul style="list-style-type: none"> <li>➤ Tuolumne County required a modern Early Warning Siren System that was highly secure with modern features that had reliable, redundant signal alert capabilities in a high wildfire zone.</li> </ul> <b>❖ The final solution provided:</b> consisted of security and emergency management command and control software with integrated: <ul style="list-style-type: none"> <li>➤ FEMA Certified Mass Notification Command Electronic Notifications (Call, Text, Email, Social Media, Push Notification)</li> <li>➤ Early Warning Siren System for Phase 1 which entailed the coverage of 3 cities. Phases 2 and 3 will encompass the rest of the County.</li> <li>➤ Installed Tuolumne City Fire Department Early Warning Siren System approved by California Fire Dept.</li> </ul>
	<b>Organization</b>	State Government	
	<b>Industry</b>	Local Government	
	<b>Location(s)</b>	Tuolumne County, CA	
	<b>System Purchased</b>	Early Warning Siren System	
	<b>Contract Value</b>	\$75,000.00+ - On going	
	<b>Contract Period</b>	October 2021	
	<b>POC</b>	Mr. Anaiah Kirk County Board of Directors <a href="mailto:AnaiahKirk@gmail.com">AnaiahKirk@gmail.com</a>	

Past Performance Contract Details		Past Performance Contract General Project Description	
5	<b>Client Name</b>	<b>Port of Tacoma</b>	<b>❖ Project Background:</b> <ul style="list-style-type: none"> <li>➤ The Port of Tacoma required long term installations, upgrade, and maintenance for the integrated security systems (Access Control, CCTV, and Intrusion Detection)</li> </ul> <b>❖ The complexities of the project were:</b> <ul style="list-style-type: none"> <li>➤ Working near sensitive sites (seaport operations, sea session lines, cargo depots, and other major seaport transit sensitive sites)</li> <li>➤ Working with legacy equipment and modern solutions integrated together for the base security system</li> </ul> <b>❖ The Final Solution Provided:</b> <ul style="list-style-type: none"> <li>➤ Long term 5 year systems T&amp;M Service support</li> <li>➤ Scheduled preventative maintenance of security systems</li> <li>➤ On-demand corrective maintenance support</li> </ul> <b>❖ Value Of HQE's Final Installed Solution:</b> <ul style="list-style-type: none"> <li>➤ Saved the Port of Tacoma estimated \$150K for long term maintenance support</li> <li>➤ Provided the Port of Tacoma the capabilities for the end-user to have a real-time operational status of the system being maintained by HQE</li> </ul>
	<b>Organization</b>	Municipal Corporation	
	<b>Industry</b>	Seaport / Transportation	
	<b>Location(s)</b>	Tacoma, Washington	
	<b>System Purchased</b>	Integrated Electronic Security System	
	<b>Contract Value</b>	\$300K+ Ongoing	
	<b>Contract Period</b>	Sept 2020 - Present	
	<b>POC</b>	Mr. Darren Harle  (253) 428-8651 <a href="mailto:dharle@portoftacoma.com">dharle@portoftacoma.com</a>	

Note: The information above identified as value is assumed perceived value by the proposer. For multiple contracts, all details, budgets, and timelines are aggregated and may have multiple POCs even if only a single POC is identified.

## End of Proposal

*“It is our goal at HQE to continue to serve our veterans through our ‘Hire Veterans Policy HQE-2015-2025’. We appreciate all of our current and past customers who have helped us meet our goals of hiring veterans throughout the years. Your support in HQE is directly impacting the support of our incredible veterans. Thank you for your consideration and support of a FEMA Certified, Disadvantaged Business Enterprise (DBE), and Service Disabled Veteran Owned Small Business (SDVOSB)!.”*

**Thank You from the team of HQE Systems Inc.**

**Signed and Approved by**

*Qais Alkurdi*

CEO, Disabled Veteran / Retired



## ATTACHMENT 1: DETAILED COMPLIANCE MATRIX

### Region 10 Education Service Center

Silent Panic Alert Technology

(SOLICITATION: R10-1147)



# Region 10 ESC

*Experience the Power of 10*

**Due Date: 06 December 2022**

**Proposal Prepared For:**

Region 10 Education Service Center  
400 E Spring Valley Road,  
Richardson, TX 75081

**POC:** Clint Pechacek

**Title:** Contracting Officer

**Email:** [clint.pechacek@region10.org](mailto:clint.pechacek@region10.org)

**Tel:** (972) 348-1184

**Proposal Approved By:**

HQE Systems Inc.  
27419 Via Industria  
Temecula, CA 92590

**POC:** Mr. Qais Alkurdi

**Title:** Chief Executive Officer

**Email:** [Contracts@HQESystems.com](mailto:Contracts@HQESystems.com)

**Tel:** (800) 967-3036 X1102

This proposal contains trade secret and confidential business or financial information exempt from disclosure under the Freedom of Information Act. This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government’s right to use the information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in this proposal and all attachments. **All product names, logos, and brands are the property of their respective owners.** All company, product, and service names used in this proposal are for identification purposes only. Use of these names, logos, and brands does not imply endorsement.



Reference	Client Specifications From RFP HQE's Proposed Solution Response	HQE's Proposed Solution
	<b>Products and Services Covered</b>	
<b>PWS - 5.1</b>	It is the intention of Region 10 ESC to establish a contract with Respondent(s) for a complete and comprehensive offering of Silent Panic Alert Technology.	
<b>PWS - 5.2</b>	Panic Alert Button, duress, or equivalent alarm system, via standalone hardware or integrated into other telecommunications devices, includes the following functionality.	
<b>PWS - 5.2.1</b>	An alert must be capable of being triggered manually by staff.	<b>Fully Compliant</b>
<b>HQE's Response</b>	HQE's provided solution SiSa is capable of being triggered manually by staff.	
<b>PWS - 5.2.2</b>	An alert must be triggered automatically in the event a district employee calls 911 using the hardware described in this RFP from any location within the school system.	<b>Fully Compliant</b>
<b>HQE's Response</b>	The SiRcom SMART Alert Software (SiSA) can tie in any sensors (active shooter, campus violence, etc.) that can automatically start the alerting protocols upon being activated.	
<b>PWS - 5.2.3</b>	Within any alert generated, the location of where the alert originated shall be included.	<b>Fully Compliant</b>
<b>HQE's Response</b>	The SiRcom SMART Alert Software (SiSA) pinpoints the alarms being triggered via the secure network management capabilities. All activated alarms will report their exact locations to the management portal.	
<b>PWS - 5.2.4</b>	The alert must notify a set of designated administrators as needed to provide confirmation of response, and, if confirmed, notice must be issued to law enforcement and emergency responder agencies of an emergency situation requiring law enforcement and/or emergency response. A notice can simultaneously be issued to all staff of the need to follow appropriate emergency procedures.	<b>Fully Compliant</b>
<b>HQE's Response</b>	The SiRcom SMART Alert Software (SiSA) is highly configurable to meet Region 10's alerting SOP and structure. The software can match the exact alerting structure (people, groups, locations, etc.) SiSA has a phone integration module that allows the software to dial out when specific panic alarms are activated. These alarm calls will appear to be actual calls from the SiSA to the PSAP. The software will call and notify the dispatch/responding staff of the key information required for the response units.	
<b>PWS - 5.2.5</b>	For any exterior doors that feature an electric locking mechanism that allows for remote locking, the alert system will trigger those doors automatically lock and automatically notify relevant staff of any door where the lock cannot engage.	<b>Fully Compliant</b>
<b>HQE's Response</b>	SiSA is the world's most scalable software. It was developed using deep machine learning algorithms to ensure that all integrations are seamless and operate to the customer's standards/requirements. HQE is experienced and familiar with integrating existing access control systems into the SiSA solution.	
<b>PWS - 5.3</b>	This scope includes safety software systems that include, but are not limited to, visitor screening, safety drills, response to emergencies, and reunification as related to the above silent panic alert technology described. Software-only offerings that do not include the above-described hardware will not be considered.	<b>Fully Compliant</b>
<b>HQE's Response</b>	HQE understands and acknowledges this requirement.	

<b>PWS - 5.4</b>	This scope should be read as including all installation and maintenance requirements for the above products. This includes any labor or materials associated with installation and maintenance services proposed, as well as any applicable warranties or service agreements. This also includes any customer onboarding and ongoing training.	<b>Fully Compliant</b>
<b>HQE's Response</b>	<p>HQE's response includes the following services into this offer:</p> <ul style="list-style-type: none"> <li>● Installation and maintenance</li> <li>● Labor and materials associated with installation</li> <li>● Warranties</li> <li>● Service agreements</li> <li>● Onboarding training</li> </ul>	
<b>PWS - 5.5</b>	Proposed products and services must meet the safety standards and requirements of the state and locality where the proposed fence will be installed. Product offerings may be updated as specified in the General Terms and Conditions to meet updated standards during the life of the contract with Region 10's approval.	<b>Fully Compliant</b>
<b>HQE's Response</b>	HQE understands and adheres to this requirement.	

## ATTACHMENT 2: RESUMES & CERTIFICATIONS

### Region 10 Education Service Center

Silent Panic Alert Technology

(SOLICITATION: R10-1147)



# Region 10 ESC

*Experience the Power of 10*

**Due Date: 06 December 2022**

**Proposal Prepared For:**

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**POC:** Clint Pechacek

**Title:** Contracting Officer

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**Tel:** (972) 348-1184

**Proposal Approved By:**

HQE Systems Inc.  
27419 Via Industria  
Temecula, CA 92590

**POC:** Mr. Qais Alkurdi

**Title:** Chief Executive Officer

**Email:** [Contracts@HQESystems.com](mailto:Contracts@HQESystems.com)

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## Resumes

### QAIS ALKURDI - MILITARY VETERAN/RETIRED (HONORABLE SERVICE - COMM. TECHNICIAN)

PROJECT ASSIGNED ROLE - CORPORATE MONITOR

HQE SYSTEMS, INC - MANAGEMENT TEAM



**Executive leader for managing the overall project to ensure the project is executed to the specified standards.**

**Significant Accomplishments:** Mr. Alkurdi has 17+ years of direct experience managing complex Integrated Electronic Security Systems (ACS, CCTV, IDS), Mass Notification Systems (Outdoor Warning Sirens, Indoor Notification Systems, Electronic Notification Software), and Software Engineering (artificial intelligence, deep machine learning, systems software) projects. He has personally managed organizations in the engineering, analysis, implementation, sustainment, and operational use of life safety systems.

**TOP SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

#### HQE Systems, Inc. 2016–Present: Chief Executive Officer / Corporate Monitor

Mr. Alkurdi is responsible for supervising and setting the trajectory of the enterprise software development company by developing objectives, leading and motivating employees, and overseeing all business activities to ensure they align with the overall strategy and mission of the company.

Mr. Alkurdi served as the Electronic Security Systems (ESS) & Mass Notification Systems (MNS) Subject Matter Expert overseeing the design, implementation, and maintenance of the Government’s Electronic Security Systems and Mass Notification Systems comprising thousands of Video Surveillance, Intrusion Detection, Access Control, Outdoor Sirens, Indoor Public Address Systems, dozens of System Controllers, and hundreds of miles of outdoor audio coverage. Mr. Alkurdi served in many roles that now enabled him to successfully monitor all projects for HQE.

### DAVID DITTO - (ENGINEERING ASSOCIATION)

PROJECT ASSIGNED ROLE - PROGRAM MANAGER

HQE SYSTEMS, INC - MANAGEMENT TEAM



**Project leader for managing projects design, installation, maintenance, and integration of Electronic Security, Mass Notification Systems, Systems Integration, and Software Engineering for clients worldwide.**

**Significant Accomplishments:** As a certified PMP, Mr. Ditto has 14+ years of direct experience managing complex Electronic Security & Outdoor Weather Siren projects. As a Program Manager, Mr. Ditto has personally supervised over 10+ major contracts with a cumulative value of \$50 Million in the past 5 years.

**TOP SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

#### HQE Systems, Inc. 2022–Present: Program Manager

Mr. Ditto is a proven leader and critical thinker who has demonstrated excellent program management, project management, and systems engineering skills during professional experiences in multiple industries. Resourceful problem solver with the ability to identify complete solutions by using proven engineering strategies and working effectively with project teams. Task-oriented and has shown the capability to lead professional engineering teams to successfully complete high-priority tasks within limited schedule and budget requirements.



## CHARLES LEWIS - MILITARY VETERAN (HONORABLE SERVICE - COMM. TECHNICIAN)

PROJECT ASSIGNED ROLE - PROGRAM MANAGER

HQE SYSTEMS, INC - MANAGEMENT TEAM



**Project leader for managing projects design, installation, maintenance, and integration of Electronic Security, Mass Notification Systems, Systems Integration, and Software Engineering for clients worldwide.**

**Significant Accomplishments:** As a certified PMP, Mr. Lewis has 27+ years of direct experience managing complex Communications, Electronic Security, and Outdoor Warning Siren projects. As a Program Manager, Mr. Lewis has personally supervised over 10+ major contracts with a cumulative value of \$30 Million in the past 5 years.

**TOP SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2022–Present: Program Manager

Oversee daily operations of the Installation Division and staff. Collaborate with internal stakeholders on requests for proposals (RFPs), estimates, change orders, the scope of work, project milestones, and life cycle management. Develop and implement policies and standard operating procedures (SOP). Support and train junior project managers and supervisors to review milestones, ensure proper utilization of resources, monitor quality, and manage schedules. Collaborate with Business Development staff and utilize a professional network to ensure potential opportunities are captured. Conduct site visits for surveys and quality control.

## Nick Ellis - MILITARY VETERAN (HONORABLE SERVICE - COMM. TECHNICIAN)

PROJECT ASSIGNED ROLE - LEAD PROJECT MANAGER

HQE SYSTEMS, INC - MANAGEMENT TEAM - SENIOR PM



**Provides the detailed oversight of the schedule, technical staff, and deployment of the Electronic Security Systems, Mass Notification Systems, Systems Integrations, and Software Engineering services.**

**Significant Achievements:** Mr. Ellis has over 13+ years of Mass Notification (Outdoor Warning Sirens, Indoor Notification, and Electronic Notification Software) and Electronic Security Systems (CCTV, ACS, & IDS). Mr. Ellis has managed the entire United States Marine Corps' ESS program for the West Coast. Additionally, Mr. Ellis holds over 12 years of project management experience leading multiple teams to the successful completion of strategic value major Electronic Security Systems projects for all levels of the Government.

**TOP SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

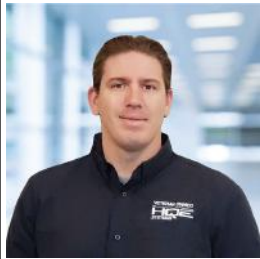
### HQE Systems, Inc. 2018–Present: Lead Project Manager

Mr. Ellis is responsible for the design, implementation, and maintenance management of all Electronic Security Systems & Mass Notification Systems Implemented by HQE Systems. Mr. Ellis leads a team of 10 technicians to provide dedicated Electronic Security Systems installations. Additionally, Mr. Ellis oversees an integral part of the Navy Sustainment program and the Marine Corps Electronics Security Systems program. His duties included supporting the Space and Naval Warfare (SPAWAR) division by working with the military Physical Security and the Provost Marshal's Office (PMO) to coordinate and prepare Statements of Work (SOW) for future contracts.

## Charles West - MILITARY VETERAN (HONORABLE SERVICE - SPECIAL FORCES)

PROJECT ASSIGNED ROLE - SUPPLIER MANAGEMENT

HQE SYSTEMS, INC - SENIOR FIELD ENGINEER



**Engineering Quality Control and Quality Assurance. Provides CAD Engineering services when required. Manages supply throughput and provides liaison support to the OEM.**

**Significant Accomplishments:** Mr. West has 5+ years of direct experience in field engineering, CAD engineering, and project management. Mr. West was personally involved and was a leader in major Electronic Security Systems (CCTV, ACS, and IDS) systems design, upgrade, and maintenance for the United States Marine Corps. With over 1,000+ endpoints, Mr. West successfully performed the duties of the field engineer to ensure all equipment, labor, and systems testing were delivered, executed, and turned over to the Government on time and as directed.

**TOP SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

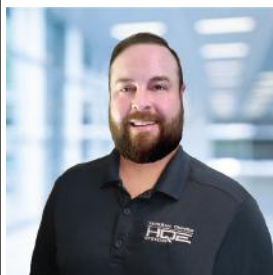
### HQE Systems, Inc. 2019–Present: Field Engineer

Mr. West is responsible for supervising and leading installation teams in the performance of the current installation or maintenance contract. Mr. West also acts as the direct liaison to the customer during all periods of performance to facilitate communications and deconflict and mitigate any questions or issues that may arise. As a primary liaison between HQE and the OEM, Mr. West ensures that all hardware and software required for the project are available, up-to-date, and prepared for the project. Mr. West is also the Computer-Aided Design (CAD) specialist for HQE and supports the design and development process for all ESS and Mass Notification installs.

## Kevin Ford - MILITARY VETERAN (HONORABLE SERVICE - NETWORK TECHNICIAN)

PROJECT ASSIGNED ROLE - LEAD FIELD ENGINEER

HQE SYSTEMS, INC - MANAGEMENT TEAM - FIELD ENGINEER



**Provides the detailed oversight of the schedule, technical staff, and deployment of the Electronic Security Systems, Mass Notification Systems, Systems Integrations, and Software Engineering services.**

**Significant Achievements:** Mr. Ford has over 12 years of Outdoor Weather Siren and Indoor Mass Notification experience, with over 10 years of Electronic Security Systems (ESS) Technologies integration experience. Additionally, Mr. Ford holds over 14 years of project management experience leading multiple teams to the successful completion of strategic Department of Defense (USMC, USN, USAF) projects.

**SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2018–Present: Lead Project Manager

Mr. Ford performs a wide variety of duties in support of ESS projects for the Department of Defense. Mr. Ford has comprehensive experience reading blueprints, wiring diagrams, schematic drawings, and engineering instructions to assist the Lead Technician with project planning and implementation. In addition to these duties, Mr. Ford performs testing and diagnostic analysis of ESS equipment for operational capability and functionality for new installations and existing ones. He is responsible for creating reports and recording data compiled from multiple testing techniques. For existing installations, Mr. Ford uses this testing and diagnostics experience to identify and correct faults while troubleshooting ESS equipment. His ESS area of expertise includes working with Honeywell and DMP Bosch Alarm Panels, Pelco Cameras, Vindicator Command, and Control Systems, VICADS Closed Circuit Cameras, Lift Master Sliding Gates, Delta Gates Turnstiles, Vindicator Fence Line IDS, AMAG IDS, etc.

## Andrew Hernandez (VOLUNTEER CERT SERVICE)

PROJECT ASSIGNED ROLE - LEAD TECHNICIAN

HQE SYSTEMS, INC - TECHNICIAN TEAM



**Lead Technician provides supervision of the technical team and is the first line of supervision for the project. Ensures that all solutions are properly bench-tested, prepared for shipment, and installed properly on-site and provides test, turnover, and training to the client.**

**Significant Accomplishments:** Mr. Hernandez has 8+ years of direct experience working to design, install, maintain, and integrate Electronic Security Systems (ACS, CCTV, IDS), Mass Notification Systems (Outdoor Warning Sirens, Indoor Notification Systems). Mr. Hernandez has successfully managed multiple ESS and MNS projects.

**SECRET CLEARANCE PENDING, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2017–Present: Lead Installation Technician

Mr. Hernandez performs a wide variety of duties in support of MCS and ESS projects. Mr. Hernandez is responsible for reading blueprints, wiring diagrams, schematic drawings, and engineering instructions to assist the Project Manager with project planning and implementation. In addition to these duties, Mr. Hernandez performs testing and diagnostic analysis of ESS & MCS equipment for operational capability and functionality for new installations and existing ones. He is responsible for ensuring all infrastructure for ESS & MCS was installed properly. This included mounting exterior and interior conduits for cable pathways, mounting exterior and interior speakers, penetrating exterior, and interior walls for cable pathways, etc. Part of his infrastructure duties is to ensure proper power was applied to all systems.

## FERNANDO ABUNDIS - MILITARY VETERAN (HONORABLE SERVICE - COMM. TECHNICIAN)

PROJECT ASSIGNED ROLE - TECHNICIAN

HQE SYSTEMS, INC - TECHNICIAN TEAM



**Expert Technician that will conduct bench-tests, preparation of supplies/materials, properly installing the solution. To include post-project testing of the solution, training to the clients, and other on-the-ground project requirements.**

**Significant Accomplishments:** Mr. Abundis has 5+ years of direct experience working to design, install, maintain, and integrate ACS, IDS, Outdoor Weather Sirens, and Indoor Mass Notification Systems. Recently Mr. Abundis successfully completed an 18 Outdoor Weather Sirens installation in Fairbanks, Alaska.

**SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2017-Present: Installation Technician

Mr. Abundis is an experienced installation technician with a wide variety of skills. Mr. Abundis ensures ESS & MCS installation daily tasks are completed efficiently and effectively with little guidance required from the Lead Technician. He is responsible for assuring all ESS & MCS infrastructure for a project is installed according to customer specifications. This includes mounting conduit pathways for cabling, terminating cables at their respective components, testing and op-checking functionality of ESS & MCS equipment, replacing faulty equipment as identified, etc. Mr. Abundis possesses key experience with installing ACS & IDS Systems and has successfully completed dozens of ESS installations worldwide.

## JOE CASTLE - COMMUNITY VOLUNTEER (HOMELESS VETERANS SHELTERS)

PROJECT ASSIGNED ROLE - TECHNICIAN

HQE SYSTEMS, INC - TECHNICIAN TEAM



**Expert Technician that will conduct bench-tests, preparation of supplies/materials, properly installing the solution. To include post-project testing of the solution, training to the clients, and other on-the-ground project requirements.**

**Significant Accomplishments:** Mr. Castle has 10+ years of direct experience working to design, install, maintain, and integrate Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software). Mr. Castle has personally installed over 500+ MCS endpoints.

**Languages:** English, Spanish, Korean(Fluent written & oral)

**CLEARANCE SUBMITTED, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2021-Present: Installation & Maintenance Technician

Mr. Castle is an experienced installation technician with a wide variety of skills. Mr. Castle ensures MCS installation daily tasks are completed efficiently and effectively with little guidance required from the Lead Technician. He is responsible for assuring all MCS infrastructure for a project is installed according to customer specifications. This includes mounting conduit pathways for cabling, terminating cables at their respective components, testing and op-checking functionality of MCS equipment, replacing faulty equipment as identified, etc. Mr. Castle possesses key experience with installing Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software) and has successfully completed dozens of MCS installations worldwide.

## JAIME JAUREGUI - MILITARY VETERAN (HONORABLE SERVICE - COMM. TECHNICIAN)

PROJECT ASSIGNED ROLE - SOFTWARE ENGINEER

HQE SYSTEMS, INC - TECHNICIAN TEAM



**Expert Technician that will conduct bench-tests, preparation of supplies/materials, properly installing the solution. To include post-project testing of the solution, training to the clients, and other on-the-ground project requirements.**

**Significant Accomplishments:** Mr. Jauregui has 13+ years of direct experience working to design, install, maintain, and integrate Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software). Mr. Jauregui has personally installed over 1,500+ MCS endpoints.

**Languages:** English, Spanish (Fluent written & oral)

**SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2021-Present: Installation & Maintenance Technician

Mr. Jauregui is an experienced installation technician with a wide variety of skills. Mr. Jauregui ensures MCS installation daily tasks are completed efficiently and effectively with little guidance required from the Lead Technician. He is responsible for assuring all MCS infrastructure for a project is installed according to customer specifications. This includes mounting conduit pathways for cabling, terminating cables at their respective components, testing and op-checking functionality of MCS equipment, replacing faulty equipment as identified, etc. Mr. Jauregui possesses key experience with installing Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software) and has successfully completed dozens of MCS installations worldwide.



## RUBEN GARCIA - MILITARY VETERAN (HONORABLE SERVICE - COMM. TECHNICIAN)

PROJECT ASSIGNED ROLE - SOFTWARE ENGINEER

HQE SYSTEMS, INC - TECHNICIAN TEAM



**Expert Technician that will conduct bench-tests, preparation of supplies/materials, properly installing the solution. To include post-project testing of the solution, training to the clients, and other on-the-ground project requirements.**

**Significant Accomplishments:** Mr. Garcia has 10+ years of direct experience working to design, install, maintain, and integrate Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software). Mr. Garcia has personally installed over 1,100+ MCS endpoints.

**Languages:** English, Spanish (Fluent written & oral)

**SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2021-Present: Installation & Maintenance Technician

Mr. Garcia is an experienced installation technician with a wide variety of skills. Mr. Garcia ensures MCS installation daily tasks are completed efficiently and effectively with little guidance required from the Lead Technician. He is responsible for assuring all MCS infrastructure for a project is installed according to customer specifications. This includes mounting conduit pathways for cabling, terminating cables at their respective components, testing and op-checking functionality of MCS equipment, replacing faulty equipment as identified, etc. Mr. Garcia possesses key experience with installing Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software) and has successfully completed dozens of MCS installations worldwide.

## CURTIS CANEPA - VOLUNTEER (CERT / EMS)

PROJECT ASSIGNED ROLE - SOFTWARE ENGINEER

HQE SYSTEMS, INC - TECHNICIAN TEAM



**Expert Technician that will conduct bench-tests, preparation of supplies/materials, properly install the solution. To include post-project testing of the solution, training to the clients, and other on-the-ground project requirements.**

**Significant Accomplishments:** Mr. Canepa has 5+ years of direct experience working to design, install, maintain, and integrate Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software). Mr. Canepa has personally installed over 300+ endpoints.

**CLEARANCE SUBMITTED, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2020-Present: Installation & Maintenance Technician

Mr. Canepa is an experienced installation technician with a wide variety of skills. Mr. Canepa ensures MNS installation daily tasks are completed efficiently and effectively with little guidance required from the Lead Technician. He is responsible for assuring all MNS infrastructure for a project is installed according to customer specifications. This includes mounting conduit pathways for cabling, terminating cables at their respective components, testing and op-checking functionality of MCS equipment, replacing faulty equipment as identified, etc. Mr. Canepa possesses key experience with installing Mass Notification Systems (Outdoor Warning Sirens, Indoor Notifications, and Electronic Notification Software) and has successfully completed dozens of MNS installations worldwide.

## JAILLEN BAILEY - MILITARY VETERAN (HONORABLE SERVICE - SOFTWARE ENGINEER)

PROJECT ASSIGNED ROLE - SOFTWARE ENGINEER

HQE SYSTEMS, INC - SOFTWARE TEAM



**Software Engineer with experience in full stack development, systems engineering, systems programming, and other development engineering tasks for major projects.**

**Significant Accomplishments:** Mr. Bailey is an experienced Government software engineer that has over 6+ years of hands-on systems programming and cyber security experience working in TOP SECRET-SCI programs. His first assignment included working directly for the National Security Agency (NSA) for systems defense and cyber security initiatives. In addition, Mr. Bailey designed, monitored, and maintained Cyber Security systems for the U.S. Marine Corps intelligence units.

**TOP SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2021-Present: Full Stack Program Developer and Engineer

Mr. Bailey is experienced in conducting information system security research, testing, and analysis in order to correlate router configurations with logical network maps. Learned proper troubleshooting techniques for Windows systems and satellite communications equipment. Deployed high-availability satellite communications infrastructure necessary for operational command and control. Set up server and administrator privileges and restrictions for users using Windows Server 2012.

## MATT KRAGEN - VOLUNTEER (EMERGENCY SERVICES)

PROJECT ASSIGNED ROLE - SOFTWARE ENGINEER

HQE SYSTEMS, INC - SOFTWARE TEAM



**Software Engineer with experience in full stack development, systems engineering, systems programming, and other development engineering tasks for major projects.**

**Significant Accomplishments:** Mr. Kragen is an experienced full-stack software engineer that has over 7+ years of hands-on systems programming and cyber security experience working in high pace commercial environments. He has hands-on experience developing software and programs that are utilized by the Department of Homeland Security, and the Department of Defense.

**SECRET CLEARANCE SUBMITTED, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**

### HQE Systems, Inc. 2021-Present: Full Stack Software Engineer and Systems Test Engineer

Mr. Kragen has designed and constructed a back-end API application to deliver data to React-Js front-end. Utilized Django's REST framework to allow full CRUD functionality with a PostgreSQL database. Personally designed our back-end testing structure, allowing maximal coverage during development. TDD using Pytest-Cov; Enabled continuous integration through CircleCI. Constructed various API endpoints using wireframes for a proposed front-end application. Aggregated data from 3 external APIs; MapQuest Geocode, MapQuest Route, and OpenWeather Onecall. Leveraged Rails architecture to enforce API key authentication for all users. Achieved maximum testing coverage, including sad paths & edge cases. Designed a predictive forecast system to return destination-based weather reports up to 7 days in the future

**Desiree Carr - MILITARY VETERAN (HONORABLE SERVICE - MILITARY POLICE)**

**PROJECT ASSIGNED ROLE - CUSTOMER SUPPORT**

**HQE SYSTEMS, INC - CUSTOMER SUPPORT TEAM**



**Project Customer Service Manager.**

**Significant Accomplishments:** Mrs. Carr has 6+ years of direct experience in providing 24/7/365 customer support. As the lead customer support representative, Mrs. Carr has implemented a hassle-free customer support system that ensures all trouble tickets are resolved on time with the highest level of customer satisfaction.

**SECRET CLEARANCE, FULL BACKGROUND INVESTIGATION, ACTIVE CAC CARD**


**HQE Systems, Inc. 2017–Present: Business Development Specialist/Customer Service Manager**

Mrs. Carr provided personable and knowledgeable IT support to customers with various hardware and software-related issues. Mrs. Carr provided in-depth technical support to clients at a Tier 2 level, solving 99.2% of issues without transferring to Tier 3 support. Mrs. Carr coordinated with Level 1 technical support specialists to take over calls outside their level of support and assist customers with more complex technical issues requiring a greater level of personalized care and greater length. In some situations, Mrs. Carr escalated support desk tickets to Level 3 in the most crucial circumstances and after considerable time had been spent on a single ticket. Additionally, Mrs. Carr onboards and trains all incoming junior tech support specialists.

**Certification Type:** Disabled Veteran / Small Business Business Enterprise  
**Contractor's License #:** 2001433  
**Expiration Date:** 2023

3/8/22, 9:38 AM Supplier Profile

Printed on: 3/8/2022 9:38:01 AM  
 To verify most current certification status go to: <https://www.caleprocure.ca.gov>



### Office of Small Business & DVBE Services

**Certification ID:** 2001433

**Legal Business Name:**  
HQE Systems Inc.

**Doing Business As (DBA) Name 1:**

**Doing Business As (DBA) Name 2:**

**Address:**  
42075 Remington Ave  
Suite 109  
Temecula  
CA 92590

**Email Address:**  
[qais.alkurdi@hqesystems.com](mailto:qais.alkurdi@hqesystems.com)

**Business Web Page:**  
[www.hqesystems.com](http://www.hqesystems.com)

**Business Phone Number:**  
800/967-3036

**Business Fax Number:**

**Business Types:**  
Service

Certification Type	Status	From	To
DVBE	Approved	02/01/2021	01/31/2023
SB(Micro)	Approved	11/10/2021	11/30/2023

Stay informed! KEEP YOUR CERTIFICATION PROFILE UPDATED!  
 -LOG IN at [CaleProcure.CA.GOV](http://CaleProcure.CA.GOV)

Questions?  
 Email: [OSDSHELP@DGS.CA.GOV](mailto:OSDSHELP@DGS.CA.GOV)  
 Call OSDS Main Number: 916-375-4940  
 707 3rd Street, 1-400, West Sacramento, CA 95605



## Factory Certifications









CompTIA

**Nicholas Ellis**

has successfully completed the requirements to be recognized as



COMP001021267819  
CANDIDATE ID  
October 8, 2018  
CERTIFICATION DATE




TODD THIBODEAUX, PRESIDENT & CEO


CompTIA

**Nicholas Ellis**

has successfully completed the requirements to be recognized as



COMP001021267819  
CANDIDATE ID  
January 10, 2018  
CERTIFICATION DATE  
*This certification is valid through 01/10/2021*



TODD THIBODEAUX, PRESIDENT & CEO

**End**



## ATTACHMENT 2: REFERENCE LETTERS

### Region 10 Education Service Center

Silent Panic Alert Technology

(SOLICITATION: R10-1147)



# Region 10 ESC

*Experience the Power of 10*

**Due Date: 06 December 2022**

**Proposal Prepared For:**

Region 10 Education Service Center  
400 E Spring Valley Road,  
Richardson, TX 75081

**POC:** Clint Pechacek

**Title:** Contracting Officer

**Email:** [clint.pechacek@region10.org](mailto:clint.pechacek@region10.org)

**Tel:** (972) 348-1184

**Proposal Approved By:**

HQE Systems Inc.  
27419 Via Industria  
Temecula, CA 92590

**POC:** Mr. Qais Alkurdi

**Title:** Chief Executive Officer

**Email:** [Contracts@HQESystems.com](mailto:Contracts@HQESystems.com)

**Tel:** (800) 967-3036 X1102

This proposal contains trade secret and confidential business or financial information exempt from disclosure under the Freedom of Information Act. This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government’s right to use the information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in this proposal and all attachments. **All product names, logos, and brands are the property of their respective owners.** All company, product, and service names used in this proposal are for identification purposes only. Use of these names, logos, and brands does not imply endorsement.

## Financial Stability Of HQE Systems, Inc.



AMERICANSURETYBONDS

HQE SYSTEMS, INC  
42075 Remington Ave., Ste 100  
Temecula, CA 92590

RE HQE Systems, Inc. Surety Letter

TO WHOM IT MAY CONCERN:

As agent of surety for HQE SYSTEMS, INC., it is with great pleasure that we confirm our willingness to support HQE SYSTEMS, INC with payment and performance bonds up to \$1,500,000 single contract size.

Please note, however, that each bond is underwritten at the time of its request and is subject to the underwriting criteria set forth by the surety. Approval will be issued once all parties have agreed to the terms and conditions of the contract.

Should you have any questions or concerns regarding the bonding program in place for HQE SYSTEMS, INC., please do not hesitate to contact me.

Sincerely,



Sam H. Newberry  
Managing Member



Shawana Gan Trammell  
NOTARY PUBLIC  
Cobb County, GEORGIA  
My Commission Expires 01/26/2025

## Letters of Reference (Long Term Systems Maintenance Performance)



**DEPARTMENT OF THE AIR FORCE  
22D COMMUNICATIONS SQUADRON (AMC)  
MCCONNELL AIR FORCE BASE KANSAS**

To whom it may concern:

This reference letter is to highlight the service performance of HQE Systems, Inc. for McConnell Air Force Base's (AFB) 5 year outdoor warning system maintenance contract. In CY 2020 McConnell AFB openly solicited competitive bids for the maintenance service of the Outdoor Warning System. After careful review and audit of all of the proposals submitted to the U.S. Air Force, HQE was selected as the winner. HQE surpassed their competitors in technical maintenance experience for outdoor warning systems, and overall capabilities as a mass notification systems solutions provider.

HQE's responsibilities to the McConnell Air Force Base include but are not limited to:

- Clean PC, Monitor, Keyboard, Mouse and Microphone
- Check RF connectors and re-sealed where necessary
- Complete Updates of Central Control Unit from v3.0.10 to v3.0.12
- Install Windows Security Patches and Updates
- Re-wire radio cables to ensure they boot up immediately upon sensing power, in case of power failure
- Conduct a complete shutdown and power-up of the system
- Conduct silent and audible testing to ensure proper operation
- Clean and re-sealed all electronics enclosures to prevent moisture from entering the cabinets
- Conduct a complete shutdown and power-up of the tower
- Clean off any rust or corrosion, and lubricated the battery terminals
- Load test the battery and verified proper voltages
- Check lightning protection module fuses, and re-sealed RF connections as necessary
- Test all fuses and fuse assemblies
- Conduct local & remote audio testing
- Conduct a silent self-test of the hardware, all amplifiers and drivers were found operational

Since the award of the contract, HQE's team has always been on time, met or exceeded the set standards of work to be performed. The system end users at the McConnell AFB have been extremely impressed and satisfied with the professionalism, technical expertise, and the continued support being provided by HQE.

Very Respectfully,



TSgt Trent Wilson  
McConnell Air Force Base

## Letters of Reference (HQE's Selected As The DoD Systems Deployment Vendor)



NAVAL INFORMATION WARFARE CENTER  
MARINE CORPS ELECTRONIC SECURITY SYSTEMS  
CHARLESTON, SC



From: Robert Brown, U.S.M.C. Mass Notification Systems

Subj: REFERENCE LETTER

Dear Mr. John Alfred,

My name is Robert Brown. I am the United States Marine Corps Subject Matter Expert for all Emergency Mass Notification Systems as part of the Naval Information Warfare Center's (NIWC) Marine Corps Electronic Security Systems (MCESS) Program. It is my pleasure to write this letter on behalf of HQE Systems, Inc.

Since 2016, HQE Systems has been a material participant in the installation and upgrades of the Marine Corps' Indoor and Outdoor Mass Notification System worldwide. Over the years, they have been repeatedly selected over multiple vendors who submitted detailed proposals. HQE Systems has become our vendor of choice, consistently and repeatedly meeting and exceeding all of our Mass Notification Systems requirements.

In 2020, after a multi-year analysis and evaluation of all major Mass Notification Systems solution providers, HQE Systems was selected as the top vendor for the Marine Corps' Next Generation MCESS Mass Notification System. HQE Systems' proposed SiRcom SMART Alert solution was selected over the competition to replace the Marine Corps' legacy indoor and outdoor sirens on all Marine Corps installations world wide, with a total contract value of approximately \$10MM.

Throughout the evaluation process, all prospective vendors were thoroughly assessed, inspected, and audited to ensure their capability to perform this strategic life safety system installation. HQE Systems demonstrated their capabilities, agility, and understanding of the Scope of Work, and their proposed SiRcom siren solution was selected as the most innovative and reliable amongst the competition.

If you have any questions, please feel free to contact me at:  
Robert.K.Brown1.CTR@Navy.Mil or (843) 718-4759

Respectfully Submitted,

*Robert Brown*



## Letters of Reference (HQE's Major Unified Life Safety & Security Systems)



### Letter of Reference

November 11, 2020

My name is Roberto Calderon. I am a Senior Project Director for the Children's Hospital of Los Angeles (CHLA). CHLA serves to help children from around the world. As the one of the largest children's hospital around the world, CHLA is proud to be ranked #5 most capable children's hospitals in the world. CHLA encompasses over 4 million square feet of indoor space in the main hospital with over another 10 million square feet of laboratory, admin, and support spaces in Southern California. In hopes to create synergy to improve our healthcare system for the children around the world, CHLA teamed up with University of Southern California (USC) and University of California Los Angeles (UCLA) to create a combined medical campus for our staff and patients. This initiative would require a vendor to unify CHLA, USC, and UCLA with over 25 million square feet of indoor space, 40+ acres of outdoor space that encompasses over 33 buildings over a 100 mile radius.

After reviewing over 20+ major worldwide vendors, HQE Systems, Inc. was selected and awarded the Mass Notification and Electronic Security Systems Project. They were awarded based on their modern solution compared to the legacy solutions being offered by other vendors. In addition, their experience and expertise in the matter demonstrated to our board that they were the most likely candidate to successfully complete the project. This project required HQE Systems, Inc. to provide the following solutions:

- Management Software: On premise solution that can be accessed on site and via web-based devices.
- Electronic security: Over 250 CCTV Camers (exterior and interior) to include Video Management, Recording, and Management Software. Over 300 Intrusion Detection System sensors. Over 1,000+ door Access Control Systems
- Electronic notification: Voice calls, SMS text, Emails, Social Media page updates for over 150K recipients and 15K staff and support contractors.
- Outdoor notifications: Outdoor warning intelligible sirens to cover the campus and open areas, parking structure 30w alert sirens, outdoor digital signs (large)
- Indoor notification equipment to include: Wall mounted alert displays that were ADA compliant, overhead smart paging system, wall mounted and digital panic buttons (covert and overt).
- Implementation of Real Time Asset Tracking: Utilizing IOT SMART technology built into HQE's solution, HQE installed asset tracking for all of our high dollar value equipment
- Integrations of existing solutions: Fire panels, nurse call, VoIP Phones,

The project was delivered on time (6 months) and on budget (\$1,932,000). HQE successfully completed the project with no safety, technical, and or contract issues. It was a pleasure working with the leadership and the technical staff. It is my personal opinion that the project was successful due to HQE's experience as a systems integrators as experts in Mass Notification and Electronic Security Systems. I would highly recommend HQE to any local Government, educational, and healthcare organizations.

### Roberto Calderon

Children's Hospital of Los Angeles  
Senior Project Director  
(818) 813-3598

## ATTACHMENT 3: REQUIRED DOCUMENTS, SIRCOM GSA & SIRCOM DATASHEET

### Region 10 Education Service Center

Silent Panic Alert Technology

(SOLICITATION: R10-1147)



# Region 10 ESC

*Experience the Power of 10*

**Due Date: 06 December 2022**

**Proposal Prepared For:**

Region 10 Education Service Center  
400 E Spring Valley Road,  
Richardson, TX 75081

**POC:** Clint Pechacek

**Title:** Contracting Officer

**Email:** [clint.pechacek@region10.org](mailto:clint.pechacek@region10.org)

**Tel:** (972) 348-1184

**Proposal Approved By:**

HQE Systems Inc.  
27419 Via Industria  
Temecula, CA 92590

**POC:** Mr. Qais Alkurdi

**Title:** Chief Executive Officer

**Email:** [Contracts@HQESystems.com](mailto:Contracts@HQESystems.com)

**Tel:** (800) 967-3036 X1102

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**REQUEST FOR PROPOSAL # R10-1147 FOR:  
SILENT PANIC ALERT TECHNOLOGY**

November 15, 2022

**Section Two :**  
Proposal Submission, Questionnaire and  
Required Forms

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# Proposal Form Checklist

## The following documents must be submitted with the Proposal

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The below documents can be found in Section 2; Proposal Submission and Required Bid Forms and must be submitted with the proposal. Please note Proposal Form 1 is a separate attachment (attachment B)

**PROPOSAL PRICING:** Attachment B is provided separately in a Microsoft Excel file and is required to complete your price proposal.

PROPOSAL FORM 1: ATTACHMENT B - PRICING

### QUESTIONNAIRE & EVALUATION CRITERIA :

PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

### OTHER REQUIRED PROPOSAL FORMS:

PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES

PROPOSAL FORM 4: CLEAN AIR AND WATER ACT

PROPOSAL FORM 5: DEBARMENT NOTICE

PROPOSAL FORM 6: LOBBYING CERTIFICATION

PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS

PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295

PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION

PROPOSAL FORM 11: RESIDENT CERTIFICATION

PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION FORM

PROPOSAL FORM 13: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS

PROPOSAL FORM 14: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25 -24.2)

PROPOSAL FORM 15: NON-COLLUSION AFFIDAVIT

PROPOSAL FORM 16: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

PROPOSAL FORM 17: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

PROPOSAL FORM 18: STOCKHOLDER DISCLOSURE CERTIFICATION

PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT

PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE

PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM

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**PROPOSAL FORM 1: ATTACHMENT B –PRICING**

Pricing should be entered in the attachment B Excel form provided in this RFP packet. Please reference Section 1, Part B, Instructions to Proposers, for more information on how to complete pricing.

(The rest of this page is intentionally left blank)

**PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA**

**Instructions:**

Respondents should incorporate their questionnaire responses directly into the green cells below. Failure to provide responses in this format may result in the proposal being deemed as non-responsive at the sole discretion of Region 10.

Respondents may incorporate additional documents as part of their response which may be utilized by Region 10 as part of the evaluation. Additional documents must be consolidated as part of this Section 2 at the end of your response.

Region 10 has associated the evaluation criteria with the question that most closely aligns with that respective evaluation criteria. Region 10 reserves the right at its sole discretion to base its evaluation and specific evaluation criteria on any part of the respondent’s proposal.

Evaluation Criteria	Question	Answer
<b>Basic Information</b>		
Required information for notification of RFP results	<i>What is your company’s official registered name?</i>	HQE Systems Inc.
	<i>What is the mailing address of your company’s headquarters?</i>	27419 Via Industria, Temecula, CA 92590
	<i>Who is the main contact for any questions and notifications concerning this RFP response, including notification of award? Provide name, title, email address, and phone number.</i>	Qais Alkurdi, CEO, bd@hqesystems.com, (800) 967-3036 Ext. 1102
<b>Products/Pricing (30 Points)</b>		
Coverage of products and services	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Ability of offered products and services to meet the needs requested in the scope	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Pricing for all available products and services, including warranties if applicable	<i>Does the respondent agree to offer all future product and services at prices that are proportionate to contract pricing offered herein?</i>	Yes
	<i>Does pricing submitted include the required administrative fee?</i>	Yes
	<i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i>	No cost Desktop Alerts with Mass Notification Systems Software

Ability of Customers to verify that they received contract pricing	<i>Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections?</i>	Yes
	<i>Outline your pricing strategy provided in Attachment B. If utilizing a list price, please indicate where agencies can find the list and your methodology for determining that list price.</i>	N/A
Payment methods	<i>Define your invoicing process and methods of payments you will accept. Please include the overall process for agencies to make payments</i>	NET 30, 1% discount for NET 10. All invoices are sent electronically and payments can be made viaACH, Transfers, Credit Card, Check, etc.
Other factors relevant to this section as submitted by the Respondent	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
<b>Performance Capability (25 Points)</b>		
Demonstrated ability to meet delivery and installation timelines and requirements	<i>What is your average delivery and installation timeline?</i>	15 days after award of contract
	<i>Describe whether the member would have the ability to install the product themselves, and if so the steps of the installation process.</i>	Members can install themselves. A CD or the software file will be transferred to them. Then they canupload the software themselves.
	<i>What distinguishes your product from your competitors?</i>	It provides electronic alerting and manages all early warning hardware. It is also easy to use and withmore features at a lower cost than other solutions.
Demonstrated alignment of product to safety and security regulations	<i>Describe how your solution meets current industry standards for safety and security.</i>	It is fully FEMA IPAWs approved with 256 AES security. It is also Dept. of Defense Approved To Operate on all Government networks. This is the highest software accreditation.
	<i>Describe your process for updating products to comply with updates to state and federal safety and security rules.</i>	The SiRcom SMART Alert Software (SiSA) is FEMA IPAWs security approved. Has a SOC2 and SOC3security accreditation. It is also DoD ATO (Approved To Operate) certified.
	<i>Does your product meet the requirements of the proposed amendment to School Safety Requirements listed here: <a href="https://tea.texas.gov/sites/default/files/proposed-amendment-to-19-texas-administrative-code-chapter-61.pdf">https://tea.texas.gov/sites/default/files/proposed-amendment-to-19-texas-administrative-code-chapter-61.pdf</a>?</i>	The SiRcom SMART Alert Software (SiSA) meets and exceeds all standards of the TEA.
Service area for installation and maintenance services	<i>Describe the number of states, and if applicable the regions within a state, to which you can provide installation and maintenance services.</i>	HQE can provide installations in all 50 states and has 22 technical field support teams in different regions.
Customer onboarding and training capabilities/product ease-of-use	<i>Describe your process for setting up the system, onboarding customers, and providing ongoing training to ensure the product will be effective in a crisis situation.</i>	Onboarding and all support is performed by the dedicated team. HQE dedicates a team for each project. This includes a PMP certified PM to manage the entire process. In addition, a 24/7 support team is dedicated for the project to provide on-demand support.
Demonstrated product reliability	<i>Describe how you ensure the hardware you are offering remains functional at all times, including any maintenance that is required.</i>	HQE's proposed solution has the highest reliability record. It is currently the hardware of choice by the DoD and other Federal, State, County, and City governments. We guarantee our reliability with full maintenance support plans for all faulty products (warranty and other hassle free services).
	<i>If software is a part of your offering, provide the guaranteed uptime for the software you provide</i>	Our guarantee is a 99.99% uptime for our software.



	<i>and any penalties included in your SLA for failing to meet that guaranteed uptime.</i>	
Financial condition of vendor	<i>Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit &amp; bond ratings, letters of credit, and detailed refence letters</i>	HQE has been audited by the Veterans Affairs to achieve the certifications of VetsFirst and has a current Department of Defense audit for all prime contracts held by HQE for mass notifications and other projects.
	<i>What was your annual sales volume over last three (3) years?</i>	HQE averages \$15MM per year in sales.
Other factors relevant to this section as submitted by the Respondent	<i>List the number and location of offices, or service centers for all states being proposed in solicitation</i>	HQE's proposed sites are San Diego, San Antonio, Dallas, Atlanta, Tulsa, Charlotte, Charleston, Orlando, Cleveland, Baltimore, Virginia Beach, Boston, Philadelphia, and many more.
	<i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i>	HQE has a 100% safety record with no findings or writeups from the clients.
	<i>Describe how you ensure the safety of students and staff when working on school grounds, including background checks for employees and physical safety measures.</i>	HQE dedicates a safety officer for every project. The safety officer ensures all safety measures are met to comply with full background clearances and security clearances for the dedicated team. All staff members are drug tested per the Federal security clearance requirements.
	<i>Provide a link to your company's website</i>	www.HQESystems.com
<b>Qualification and Experience (25 Points)</b>		
Respondent reputation in the marketplace	<i>Provide a link to your company's website</i>	www.HQESystems.com
	<i>Please provide a brief history of your company, including the year it was established.</i>	Est. in 2014. HQE is a Veterans Affairs certified Service Disabled Veteran Owned Small Business.
Past relationship with Region 10 ESC and/or Region 10 ESC members	<i>Have you worked with Region 10 in the past? If so, what was the timeframe for that work?</i>	No, however we have worked all over Texas in other districts and supported the U.S. government.
Experience and qualification of key employees	<i>Please provide contact information and resumes for the person(s) who will be responsible for the following areas. Region 10 requests contacts to cover the following: * Executive Support * Account Manager * Contract Manager * Marketing * Billing, reporting &amp; Accounts Payable</i>	Executive Support: David Ditto, bd@hqesystems.com, (800) 967-3036 Ext. 1109 Account Manager and Billing: Desiree Carr, bd@hqesystems.com, (800) 967-3036 Ext. 1106 Contract and Marketing: Qais Alkurdi, contracts@hqesystems.com, (800) 967-3036 Ext 1102
Past experience working with the public sector	<i>What are your overall public sector sales, excluding Federal Government, for last three (3) years?</i>	HQE works with K-12 districts, Federal/State/County agencies, Hospitals, Higher Education, and Private Corporations.
	<i>What is your strategy to increase market share in the public sector?</i>	To partner with organizations such as District 10 to provide district level support.
Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors	<i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i>	HQE has never been in a litigation and or has been the subject of a bankdrupcy.

Minimum of 5 public sector customer references relating to the products and services within this RFP	<i>Provide a minimum of five (5) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide references for K12, Higher Education, City/County and State entities. Provide the entity; contact name &amp; title; city &amp; state; phone number; years serviced; description of services; and annual volume</i>	Please see proposal for detailed references.
Certifications in the Industry	<i>Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable</i>	A copy of all current licenses, registrations and certifications are attached to the proposal.
Company profile and capabilities	<i>What best describes your position in the distribution channel? (Manufacturer, Authorized Distributor, Value-Add Reseller, Other</i>	Manufacturer and Systems Integrator
Other factors relevant to this section as submitted by the Respondent	<i>If your company is a privately held organization, please indicate if the company is owned or operated by anyone who has been convicted of a felony. If yes, a detailed explanation of the names and conviction is required.</i>	Privately held company
	Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services. These will be provided in the space provided in Form 6. No answer is required here.	
<b>MWBE Status and/or Program Capabilities (10 Points)</b>		
MWBE status, subcontractor plan, and/or joint venture program	<i>Please indicate whether you hold any diversity certifications, including, but not limited to MWBE, SBE, DBE, DVBE, HUB, or HUBZone</i>	Certified, Disabled Veteran Business Enterprise, and Disadvantaged, Small Business
	<i>Do you currently have a diversity program in place, such as a Mentor Protégé Program or subcontractor program? If you have a diversity program, please describe it and indicate whether you plan to offer your program or partnership through Equalis Group?</i>	HQE has an active diversity program. HQE currently has met the diversity goals of 50 % or more of minorities and women employees.
	Please attach any certifications you have as part of your response to Form 6.	

Good faith efforts to involve MWBE subcontractors in response	<i>Did your company contact MWBEs or minority chambers of commerce by telephone, written correspondence, or trade associations at least one week before the due date of this RFP to provide information relevant to this opportunity and to determine whether any MWBEs were interested in subcontracting and/or joint ventures?</i>	HQE will contact the local MWBE organization to ensure to create a partnership with local companies.
Demonstrated ongoing MWBE program	<i>Outline your subcontractor strategy and efforts your organization takes to include MWBE subcontractors in future work, including but not limited to efforts to reach out to individual MWBE businesses, minority chambers of commerce, and other minority business and trade associations.</i>	HQE only hires approved and fully vetted subcontractors (background and financial stability). HQE performs most of the work awarded. The only situation that HQE hires subcontractors is if there is a specific local hire requirement.
<b>Commitment to Service Equalis Group Members (10 Points)</b>		
Marketing plan, capability, and commitment	<i>Detail how your organization plans to market and promote this contract upon award, including how this contract will fit into your organization's current go-to-market strategy in the public sector.</i>	Working with the District 10 staff, HQE will conduct press releases promoting the District 10's overall partnership strategy with a DVBE company and other positive marketing points.
	<i>Detail how your organization will train your sales force and customer service representatives on this contract to ensure that they can competently and consistently present the contract to public agency customers and answer any questions they might have concerning it.</i>	HQE has a full time sales team that is fully trained in customer support and technical support. HQE has a set inboarding and training program that ensures all customer facing staff are fully prepared to support their responsibilities to the client.
	<i>Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and agrees to provide permission for reproduction of such logo in marketing communications and promotions</i>	Acknowledged
Ability to manage a cooperative contract	<i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i>	HQE's dedicated PM and admin staff will submit monthly reports.
	<i>Identify any contracts with other cooperative or government group purchasing organizations of which your company is currently a part of:</i>	HQE is on BuyBoard and is currently working to finish the GSA schedule.
Commitment to supporting agencies to utilize the contract	<i>If awarded a contract, how would you approach agencies in regards to this contract? Please indicate how this would work for both new customers to your organization, as well as existing.</i>	HQE would work with the District and with the Equalis Group to ensure that all contracts meet the terms and conditions of the structure. All contracts will be handled by HQE's contracts team with the client.
Other factors relevant to this section as submitted by the Respondent	<i>Provide the number of sales representatives which will work on this contract and where the sales representatives are located.</i>	HQE's sales team is 12 personnel.





### **PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES**

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.

**PROPOSAL FORM 4: CLEAN AIR WATER ACT**

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: HQE Systems, Inc.

Title of Authorized Representative: Qais Alkurdi, CEO

Mailing Address: 27419 Via Industria, Temecula, CA, 92590

Signature: 


**PROPOSAL FORM 5: DEBARMENT NOTICE**

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: HQE Systems, Inc.

Title of Authorized Representative: Qais Alkurdi, CEO

Mailing Address: 27419 Via Industria, Temecula, CA, 92590

Signature: 

**PROPOSAL FORM 6: LOBBYING CERTIFICATION**

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.



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Signature of Respondent

12/4/2022

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Date

## PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

### Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

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### Fingerprint & Criminal Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.



Signature of Respondent

12/4/2022

Date



**PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS**  
**(Tex. Government Code § 2155.005)**

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.


**VENDOR** HQE Systems, Inc.

**ADDRESS** 27419 Via Industria  
Temecula, CA 92590

**PHONE** (800) 967-3036 Ext. 1102

**FAX** (760) 645-7183

**RESPONDANT**

  
\_\_\_\_\_  
Signature

Desiree Carr  
Printed Name

Administrative Director  
Position with Company

**AUTHORIZING OFFICIAL**

  
\_\_\_\_\_  
Signature

Qais Alkurdi  
Printed Name

CEO  
Position with Company

## **PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295**

### **Certificate of Interested Parties (Form 1295):**

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

### **Filing Process:**

Starting on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016. [https://www.ethics.state.tx.us/whatsnew/elf\\_info\\_form1295.htm](https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm)

**PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION**

**BOYCOTT CERTIFICATION**

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

Does vendor agree? QA  
(Initials of Authorized Representative)

**TERRORIST STATE CERTIFICATION**

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

Does vendor agree? QA  
(Initials of Authorized Representative)

**PROPOSAL FORM 11: RESIDENT CERTIFICATION**

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- I certify that my company is a "**resident Bidder**"
- I certify that my company qualifies as a "**nonresident Bidder**"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

HQE Systems, Inc.	27419 Via Industria	Compan
_____	_____	_____
Company Name	Address	
	CA	92590, Temecula
_____	_____	_____
	State	Zip

## PROPOSAL FORM 1 2: FEDERAL FUNDS CERIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

**For each of the items below, Vendor should certify Vendor's agreement and ability to comply, where applicable, by having Vendor's authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form.** If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

### 1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? QA

(Initials of Authorized Representative)

### 2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best



interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does vendor agree? QA

(Initials of Authorized Representative)

### **3. Equal Employment Opportunity:**

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? QA

(Initials of Authorized Representative)

### **4. Davis-Bacon Act:**

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? QA

(Initials of Authorized Representative)

**5. Contract Work Hours and Safety Standards Act:**

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? QA

(Initials of Authorized Representative)

**6. Right to Inventions Made Under a Contract or Agreement:**

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? QA

(Initials of Authorized Representative)

**7. Clean Air Act and Federal Water Pollution Control Act:**

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended –Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? QA

(Initials of Authorized Representative)

**8. Debarment and Suspension:**

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? QA

(Initials of Authorized Representative)

**9. Byrd Anti-Lobbying Amendment:**

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? QA

(Initials of Authorized Representative)

**10. Procurement of Recovered Materials:**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery,

and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? QA

(Initials of Authorized Representative)

**11. Profit as a Separate Element of Price:**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor’s Cooperative Contract.

Does vendor agree? QA

(Initials of Authorized Representative)

**12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment**

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does vendor agree? QA

(Initials of Authorized Representative)

**13. General Compliance and Cooperation with Participating Agencies:**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? QA

(Initials of Authorized Representative)

**14. Applicability to Subcontractors**

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? QA

(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

HQE Systems, Inc.

---

Company Name



---

Signature of Authorized Company Official

Qais Alkurdi

---

Printed Name

CEO

---

Title

12/4/2022

---

Date



**PROPOSAL FORM 13: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM**

*Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).*

**Check one of the following responses to the General Terms and Conditions:**

We take no exceptions/deviations to the general terms and conditions

*(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)*

We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

*(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)*

PROPOSAL FORM 14: EQUALIS GROUP ADMINISTRATION AGREEMENT

**Requirements for Master Agreement To be administered by Equalis Group**

**Attachment A, Equalis Group Administrative Agreement** is used in administering Master Agreements with Region 10 and is preferred by Equalis Group. Redlined copies of this agreement should not be submitted with the response. Should a respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the respondent. **Respondents must select one of the following options for submitting their response.**

- Respondent agrees to all terms and conditions outlined in each of the Administration Agreement.
- Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Administration Agreement. Negotiations will commence after sealed Proposals are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

**PROPOSAL FORM 15: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE**  
**OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE**

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

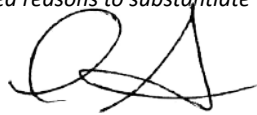
**Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:**

We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act. *(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)*

We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act. *(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).)*

12/4/2022

Date


 CEO

Authorized Signature & Title

**PROPOSAL FORM 16: VENDOR CONTRACT AND SIGNATURE FORM**

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

**VENDORS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED**

Company name HQE Systems, Inc.  
Address 27419 Via Industria  
City/State/Zip Temecula, CA 92590  
Telephone No. (800) 967-3036 Ext. 1102  
Fax No. (760) 645-7183  
Email address bd@hqesystems.com  
Printed name Qais Alkurdi  
Position with company CEO  
Authorized signature 

**Term of contract** January 1, 2023 to December 31, 2023

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

\_\_\_\_\_  
Region 10 ESC Authorized Agent

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

**Equalis Group Contract Number** \_\_\_\_\_



Did you sign the vendor contract and signature form? **If not, your Proposal will be rejected.**

Region 10 will negotiate any exceptions and both parties will agree upon which exceptions will be accepted or altered before the Region 10 board votes to accept or reject the proposals.





# **REQUEST FOR PROPOSAL #R10-1147 FOR: SILENT PANIC ALERT TECHNOLOGY**

November 15, 2022

## **Section Three:**

Part A – Vendor Contract and Signature Form

Attachment A – Equalis Group Administrative Agreement

Attachment C – State Notices

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# SECTION THREE: PART A – VENDOR CONTRACT AND GENERAL TERMS AND CONDITIONS

## VENDOR CONTRACT AND SIGNATURE FORM

*This Vendor Contract and Signature Form (“Contract”) is made as of January 1, 2023, by and between HQE Systems, Inc. (“Vendor”) and Region 10 Education Service Center (“Region 10 ESC”) for the purchase of Silent Panic Alert Technology (“the products and services”).*

### RECITALS

WHEREAS, both parties agree and understand that the following pages will constitute the contract between the successful vendor(s) and Region 10 ESC, having its principal place of business at **Education Service Center, Region 10, 400 E Spring Valley Rd, Richardson, TX 75081**

WHEREAS, Vendor agrees to include, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that if agreed to by Region 10 ESC, said exceptions or deviations will be incorporated into the final contract “Vendor Contract.”

WHEREAS, this contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Vendor Contract will provide that any state, county, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agencies or non-profit organization may purchase products and services at prices indicated in the Vendor Contract upon registering and becoming a Member with Region 10 ESC; and it being further understood that Region 10 ESC shall act as the Lead Public Agency with respect to all such purchase agreements.

WHEREAS, Equalis Group has the administrative and legal capacity to administer purchases on behalf of Region 10 ESC under the Vendor Contract with participating public agencies and entities, as permitted by applicable law.

## 1. ARTICLE 1 – GENERAL TERMS AND CONDITIONS

- 1.1 Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Region 10 ESC under the Vendor Contract, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, including, without limitation, Vendor’s obligation to provide insurance and other indemnifications to Lead Public Agency.
- 1.2 Awarded vendor shall perform all duties, responsibilities and obligations, set forth in this agreement, and required under the Vendor Contract.
- 1.3 Equalis Group shall perform its duties, responsibilities and obligations as administrator of purchases, set forth in this agreement, and required under the Vendor Contract.

- 1.4 **Customer Support:** The vendor shall provide timely and accurate technical advice and sales support to Region 10 ESC staff, Equalis Group staff and participating agencies. The vendor shall respond to such requests within one (1) working day after receipt of the request.

## 2. ARTICLE 2 – ANTICIPATED TERM OF AGREEMENT

- 2.1 **Term:** The term of the Contract shall commence upon award and shall remain in effect for a period of one (1) year, unless terminated, canceled or extended as otherwise provided herein. The Contractor agrees that Region 10 ESC shall have the right, at its sole option, to renew the Contract for four (4) additional one-year periods or portions thereof. In the event that Region 10 ESC exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.
- 2.2 **Automatic Renewal:** Renewal will take place automatically for one (1) year unless Region 10 ESC gives written notice to the awarded supplier at least ninety (90) days prior to the expiration.

## 3. ARTICLE 3 – REPRESENTATIONS AND COVENANTS

- 3.1 **Scope:** This contract is based on the need to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to schools and other Members.
- 3.2 **Compliance:** Cooperative Purchasing Agreements between Equalis Group and its Members have been established under state procurement law.
- 3.3 **Respondent's promise:** Respondent agrees all prices, terms, warranties, and benefits granted by Respondent to Members through this contract are comparable to or better than the equivalent terms offered by Respondent to any present customer meeting the same qualifications or requirements.

## 4. ARTICLE 4 – FORMATION OF CONTRACT

- 4.1 **Respondent contract documents:** Region 10 ESC will review proposed Respondent contract documents. Vendor's contract document shall not become part of Region 10 ESC's contract with vendor unless and until an authorized representative of Region 10 ESC reviews and approves it.
- 4.2 **Form of contract:** The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) to the lowest responsible Respondent(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposal. If a firm submitting a proposal requires Region 10 ESC and/or Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.
- 4.3 **Entire Agreement (Parol evidence):** The contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 4.4 **Assignment of Contract:** No assignment of contract may be made without the prior written approval of Region 10 ESC. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by Region 10 ESC. Awarded vendor is required to notify Region 10 ESC when any material change in operations is made that may adversely affect Members (i.e. awarded vendor bankruptcy, change of ownership, merger, etc.).
- 4.5 **Contract Alterations:** No alterations to the terms of this contract shall be valid or binding unless authorized and signed with a "wet signature" by a Region 10 ESC staff member.
- 4.6 **Order of precedence:** In the event of a conflict in the provisions of the contract as accepted by Region 10 ESC, the following order of precedence shall prevail:

- General terms and conditions
- Specifications and scope of work
- Attachments and exhibits
- Documents referenced or included in the solicitation

4.7 **Supplemental Agreements:** The entity participating in the Region 10 ESC contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. Neither Region 10 ESC, Equalis Group, its agents, Members and employees shall be made party to any claim for breach of such agreement.

## 5. ARTICLE 5 – TERMINATION OF CONTRACT

5.1 **Cancellation for non-performance or contractor deficiency:** Region 10 ESC may terminate any contract if Members have not used the contract, or if purchase volume is determined to be low volume in any 12-month period. Region 10 ESC reserves the right to cancel the whole or any part of this contract due to failure by contractor to carry out any obligation, term or condition of the contract. Region 10 ESC may issue a written deficiency notice to contractor for acting or failing to act in any of the following:

- i. Providing material that does not meet the specifications of the contract;
- ii. Providing work and/or material that was not awarded under the contract;
- iii. Failing to adequately perform the services set forth in the scope of work and specifications;
- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the contract and/or giving Region 10 ESC reason to believe that contractor will not or cannot perform the requirements of the contract; and/or
- vi. Performing work or providing services under the contract prior to receiving a Region 10 ESC reviewed purchase order for such work.

Upon receipt of a written deficiency notice, contractor shall have ten (10) days to provide a satisfactory response to Region 10 ESC. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by contractor under the contract shall become the property of the Member on demand.

5.2 **Termination for cause:** If, for any reason, the Vendor fails to fulfill its obligation in a timely manner, or if the vendor violates any of the covenants, agreements, or stipulations of this contract, Region 10 ESC reserves the right to terminate the contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the vendor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by vendor for this solicitation may become the property of the participating agency or entity. If such event does occur then vendor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.

5.3 **Delivery/Service failures:** Failure to deliver goods or services within the time specified or within a reasonable time period as interpreted by the purchasing agent, or failure to make replacements or



corrections of rejected articles/services when so requested shall constitute grounds for the contract to be terminated. In the event that the participating agency or entity must purchase in an open market, contractor agrees to reimburse the participating agency or entity, within a reasonable time period, for all expenses incurred.

- 5.4 **Force Majeure:** If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

- 5.5 **Standard Cancellation:** Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time.

## 6. ARTICLE 6 – LICENSES

- 6.1 **Duty to keep current license:** Vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. Region 10 ESC reserves the right to stop work and/or cancel the contract of any vendor whose license(s) expire, lapse, are suspended or terminated.
- 6.2 **Suspension or Debarment:** Respondent shall provide a letter in the proposal notifying Region 10 ESC of any debarment, suspension or other lawful action taken against them by any federal, state, or local government within the last five (5) years that precludes Respondent or its employees from participating in any public procurement activity. The letter shall state the duration of the suspension or action taken, the relevant circumstances and the name of the agency imposing the suspension. Failure to supply or disclose this information may be grounds for cancellation of contract.
- 6.3 **Survival Clause:** All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer/participating Member under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Order Fulfiller shall survive expiration or termination of the Contract.

## 7. ARTICLE 7 – DELIVERY PROVISIONS

- 7.1 **Delivery:** Vendor shall deliver said materials purchased on this contract to the participating Member issuing a Purchase Order. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within the time specified by the Purchase Order the vendor must receive authorization from the purchasing agency for the delayed delivery. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.
- 7.2 **Inspection & Acceptance:** If defective or incorrect material is delivered, purchasing agency may make the determination to return the material to the vendor at no cost to the purchasing agency. The vendor agrees to pay all shipping costs for the return shipment. Vendor shall be responsible for arranging the return of the defective or incorrect material.
- 7.3 **Responsibility for supplies tendered:** Vendor shall be responsible for the materials or supplies covered by this contract until they are delivered to the designated delivery point.
- 7.4 **Shipping Instructions:** Unless otherwise specified, each case, crate, barrel, package, etc, delivered under this contract must be plainly labeled, securely tagged, stating Vendor’s name, purchase order number, quantity contained therein, and delivery address as indicated in the order. Deliveries must be made within the hours of 8:00 am – 4:00 pm. Deliveries at any other time (including Saturdays, Sundays and holidays) will not be accepted unless arrangements have been made in advance with the receiver at the delivery point. Vendor understands that it is their responsibility to ensure compliance with the delivery instructions outlined in this agreement.
- 7.5 **Additional charges:** Unless bought on F.O.B. “shipping point” and Vendor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, the difference between freight or mail and express charges may be added to the invoice.
- 7.6 **Buyer’s delays:** Region 10 ESC will not be responsible for any late fees due the prime contractor by the participating Member. The prime contractor will negotiate with the participating agency for the recovery of damages related to expenses incurred by the vendor for a delay for which the Member is responsible, which is unreasonable, and which was not within the contemplation of the parties to the contract between the two parties.

## 8. ARTICLE 8 – BILLING AND REPORTING

- 8.1 **Payments:** The participating entity using the contract will make payments directly to the awarded vendor. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 8.2 **Tax Exempt Status:** Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the Vendor.

## 9. ARTICLE 9 – PRICING

- 9.1 **Market competitive guarantee:** Vendor agrees to provide market competitive pricing, based on the value offered upon award, to Region 10 ESC and its participating public agencies throughout the duration of the contract.
- 9.2 **Price increase:** Should it become necessary or proper during the term of this contract to make any change in design or any alterations that will increase expense, Region 10 ESC must be notified immediately. Price increases must be approved by Lead Agency and no payment for additional materials or services, beyond the amount stipulated in the contract, shall be paid without prior approval. All price increases must be supported by manufacture documentation, or a formal cost justification letter.

Vendor must honor previous prices for thirty (30) days after approval and written notification from Region 10 ESC if requested.

It is Vendor's responsibility to keep all pricing up to date and on file with Region 10 ESC. All price changes must be provided to Region 10 ESC, using the same format as was accepted in the original contract.

- 9.3 **Additional Charges:** All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.
- 9.4 **Price reduction and adjustment:** Price reduction may be offered at any time during contract and shall become effective upon notice of acceptance from Region 10 ESC. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all Members equally; 2) reduction is for a specific time period, normally not less than thirty (30) days; 3) original price is not exceeded after the time-limit; and 4) Region 10 ESC has approved the new prices prior to any offer of the prices to a Member. Vendor shall offer Region 10 ESC any published price reduction during the contract period.
- 9.5 **Prevailing Wage:** It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser (Region 10 ESC or its Participating Members). It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate Department of Labor for any increase in rates during the term of this contract and adjust wage rates accordingly.
- 9.6 **Administrative Fees:** The Vendor agrees to pay administrative fees to Equalis Group based on the terms set in the Equalis Group Administration Agreement. All pricing submitted to Region 10 shall include the administrative fee to be remitted to Equalis Group by the awarded vendor.
- 9.7 **Price Calculation:** Cost plus a percentage as a primary mechanism to calculate pricing is not allowed. Pricing may either be in the form of line item pricing, defined as a specific individual price on a product or service, or a percentage discount from a verifiable catalog or price list. Other discounts or incentives may be offered.

## 10. ARTICLE 10 – PRICING AUDIT

- 10.1 **Audit rights:** Vendor shall, at Vendor's sole expense, maintain appropriate due diligence of all purchases made by Region 10 ESC and any participating entity that accesses this Agreement. Equalis Group and Region 10 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In the State of New Jersey, this audit right shall survive termination of this Agreement for a period of five (5) years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request. Region 10 ESC shall have the authority to conduct random audits of Vendor's pricing that is offered to eligible entities at Region 10 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 10 ESC is made aware of any pricing being offered to eligible agencies that is materially inconsistent with the pricing under this agreement, Region 10 ESC shall have the ability to conduct an extensive audit of Vendor's pricing at Vendor's sole cost and expense. Region 10 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 10 ESC or Equalis Group.

## 11. ARTICLE 11 – PROPOSER PRODUCT LINE REQUIREMENTS

- 11.1 **Current products:** Proposals shall be for materials and equipment in current production and marketed to the general public and education/government agencies at the time the proposal is submitted.
- 11.2 **Discontinued products:** If a product or model is discontinued by the manufacturer, Vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 11.3 **New products/Services:** New products and/or services that meet the scope of work may be added to the contract. Pricing shall be equivalent to the percentage discount for other products. Vendor may replace or add product lines to an existing contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered, is discounted in a similar or to a greater degree, and if the products meet the requirements of the solicitation. No products and/or services may be added to avoid competitive procurement requirements. Region 10 ESC may require additions to be submitted with documentation from Participating Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 10 ESC may reject any additions without cause.
- 11.4 **Options:** Optional equipment for products under contract may be added to the contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 11.5 **Product line:** Vendors with a published catalog may submit the entire catalog. Region 10 ESC reserves the right to select products within the catalog for award without having to award all contents. Region 10 ESC may reject any addition of equipment options without cause.
- 11.6 **Warranty conditions:** All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.
- 11.7 **Buy American requirement:** Vendors may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.

## 12. ARTICLE 12 – SITE REQUIREMENTS

- 12.1 **Cleanup:** Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by Member. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition conducive to the Member's business purpose.
- 12.2 **Site Preparation:** Vendor shall not begin a project for which Participating Member has not prepared the site, unless Vendor does the preparation work at no cost, or until Participating Member includes the cost of site preparation in a purchase order to the contractor. Site preparation includes, but is not limited to moving furniture, moving equipment or obstructions to the work area, installation of wiring for networks or any other necessary pre-installation requirements.
- 12.3 **Registered sex offender restrictions:** For work to be performed at schools, Vendor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Participating Member's discretion. Vendor must identify

any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. Vendor is also responsible for ensuring that their employees or contractors who have direct contact with students are properly fingerprinted and background checked in accordance with local state law, if applicable.

12.4 **Safety measures:** Vendor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Vendor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

12.5 **Smoking/Tobacco:** Persons working under the contract shall adhere to local tobacco and smoking (including e-cigarettes/vaping) policies. Smoking will only be permitted in posted areas or off premises.

12.6 **Stored materials:** Upon prior written agreement between the vendor and Member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Participating Member with the application for payment seeking compensation for stored materials. Such materials must be stored and protected in a secure location and be insured for their full value by the vendor against loss and damage. Vendor agrees to provide proof of coverage and/or addition of Participating Member as an additional insured upon Participating Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Participating Member and be separated from other materials. Participating Member must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Until final acceptance by the Participating Member, it shall be the Vendor's responsibility to protect all materials and equipment. Vendor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance.

12.7 **Maintenance Facilities and Support:** It is preferred that each contractor should have maintenance facilities and a support system available for servicing and repair of product and/or equipment. If a third party is to be used to provide maintenance and support to the participating Member, Respondent must notify Region 10 ESC of that third party information. All technicians, applicators, installers shall be fully certified, trained and licensed to perform said duties.

### 13. ARTICLE 13 – MISCELLANEOUS

13.1 **Funding Out Clause:** Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:

"Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract in the subsequent fiscal year."

13.2 **Disclosures:** Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

13.2.1 Vendor has a continuing duty to disclose a complete description of any and all relationships that might be considered a conflict of interest in doing business with Members in Equalis Group.

- 13.2.2 Vendor affirms that, to the best of his/her knowledge, the offer was arrived at independently, and was submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.
- 13.3 **Indemnity:** Vendor shall protect, indemnify, and hold harmless both Region 10 ESC and Equalis Group and its Members, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of Vendor, Vendor employees or Vendor subcontractors in the preparation of the solicitation and the later execution of the contract, including any supplemental agreements with Members. Any litigation involving either Region 10 ESC or Equalis Group, its administrators and employees and agents shall be in a court of competent jurisdiction in Dallas County, Texas. Texas law shall apply to any such suit, without giving effect to its choice of laws provisions. Any litigation involving Equalis Group participating Members shall be in the jurisdiction of the participating agency.
- 13.4 **Franchise Tax:** Vendor hereby certifies that he/she is not currently delinquent in the payment of any required franchise taxes, and shall remain current on any such franchise taxes throughout the term of this contract.
- 13.5 **Marketing:** Vendor agrees to allow Region 10 ESC and Equalis Group to use their name and logo within website, marketing materials and advertisement. Any use of the Region 10 ESC or Equalis Group name and logo or any form of publicity, inclusive of press releases, regarding this contract by Vendor must have prior approval from Region 10 ESC.
- 13.6 **Insurance:** Unless otherwise modified elsewhere in this document, prior to commencing services under this contract for a participating Member, contractor shall procure, provide and maintain during the life of this agreement comprehensive public liability insurance to include course of construction insurance and automobile liability, providing limits of not less than \$1,000,000.00 per occurrence. The insurance form will be an "all risk" type of policy with standard exclusions. Coverage will include temporary structures, scaffolding, temporary office trailers, materials, and equipment. Contractor shall pay for the deductibles required by the insurance provided under this agreement.
- 13.6.1 Certificates of insurance shall be delivered to the Member prior to commencement of work. The insurance company shall be licensed to do business and write the appropriate lines of insurance in the applicable state in which work is being conducted. Vendor shall give the participating entity a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. Vendor shall require all subcontractors performing any work to maintain coverage as specified.
- 13.6.2 Prior to commencing any work under this contract, any subcontractor shall also procure, provide, and maintain, at its own expense until final acceptance of the work performed, insurance coverage in a form acceptable to the prime contractor. All subcontractors shall provide worker's compensation insurance which waives all subrogation rights against the prime contractor and Member.
- 13.7 **Subcontracts/Sub Contractors:** If Vendor serves as prime contractor, it shall not enter into any subcontract subject to this solicitation without prior approval from Region 10 ESC. Any/all subcontractors shall abide by the terms and conditions of this contract and the solicitation.
- 13.7.1 No subcontract relationships shall be entered into with a party not licensed to do business in the jurisdiction in which the work will be performed. Contractor must use subcontractors openly, include such arrangements in the proposal, and certify upon request that such use



complies with the rules associated with the procurement codes and statutes in the state in which the contractor is conducting business.

13.7.2 Contractor agrees to pay subcontractors in a timely manner. Failure to pay subcontractors for work faithfully performed and properly invoiced may result in suspension or termination of this contract. Prior to participating Member's release of final retained amounts, Contractor shall produce verified statements from all subcontractors and material suppliers that those entities have been paid in full amounts due and owing to them.

13.8 **Legal Obligations:** It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

13.9 **Boycott Certification:** Respondents hereby certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

[Signatures follow on Signature Form]


#### 14. CONTRACT SIGNATURE FORM

**Please note:** A copy of the Contract Signature Form has been provided in Section 2; Proposal Submission and Required Forms

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

**VENDORS MUST SUBMIT THIS FORM AS PROVIDED IN SECTION 2 COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED**

Prices are guaranteed: **120 days**

Company name	HQE Systems, Inc.
Address	27419 Via Industria
City/State/Zip	Temecula, CA 92590
Telephone No.	(800) 967-3036 Ext. 1102
Fax No.	(760) 645-7183
Email address	bd@hqesystems.com
Printed name	Qais Alkurdi
Position with company	CEO
Authorized signature	

**Term of contract** \_\_\_\_\_ **to** \_\_\_\_\_

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

\_\_\_\_\_  
Region 10 ESC Authorized Agent

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

**Equalis Group Contract Number** \_\_\_\_\_

# ATTACHMENT A – EQUALIS GROUP ADMINISTRATIVE AGREEMENT

**NOTE:** This agreement is provided as a model agreement which winning supplier will enter into upon award with Equalis Group. Respondents are asked not to respond with redlines for this model contract. Respondent should complete the Equalis Group Administration Agreement Declaration form found in section two of the Proposal Submission and Required Forms document. In this form, the respondent will need to indicate acceptance of these terms, or if they wish to negotiate.

THIS ADMINISTRATION AGREEMENT (this "**Agreement**"), effective as of **Month Day, Year** (the "**Effective Date**"), is entered into by and between **Winning Supplier**, ("**Winning Supplier**") and Equalis Group LLC, a Delaware limited liability company with its principal place of business at 5550 Granite Parkway, Suite 298, Plano, Texas 75024 ("**Equalis**"). Throughout this Agreement, Winning Supplier and Equalis are referred to interchangeably as in the singular "**Party**" or in the plural "**Parties**."

## SECTION 1. RECITALS

- A.** Education Service Center, Region 10 ("**Region 10**") serves as a lead public agency (a "**Lead Public Agency**") for Equalis Group ("**Equalis Group**"), a national cooperative purchasing organization, by publicly procuring master group purchasing agreements for products and services to be made available to Equalis Group members ("**Equalis Group Member**" or "**Member**").
- B.** Region 10 issued request for proposal ("**RFP**") #**Number** on behalf of Region 10 and Equalis Group Members for **definition of products and services solicited in the RFP** ("**Products & Services**") and awarded a contract to Winning Supplier.
- C.** Region 10 and Winning Supplier entered into that certain master group purchasing agreement (the "**Master Agreement**") #**contract number** effective as of **Month Day, Year** to provide Products & Services to Equalis Group Members.
- D.** The Master Agreement and this Agreement, together with all attachments, appendices, and exhibits hereto, constitutes the entire agreement between the Parties.
- E.** Equalis Group serves as the contract administrator of the Master Agreement on behalf of Region 10.
- F.** Equalis actively promotes Master Agreements to current and prospective Equalis Group Members (collectively "**Prospective Participants**") through a range of marketing, prospecting, and sales strategies, including, but not limited to, marketing and sales collateral development, direct mail, web marketing, electronic communications, attendance at events, Winning Supplier sales representative training, and Winning Supplier field sales support (collectively, "**Equalis Services**") as more fully defined in **Appendix B**.
- G.** Any Prospective Participant who purchases Products & Services from Winning Supplier subject to the Master Agreement shall be considered a "**Program Participant**".
- H.** Winning Supplier desires to promote and expand its operations and increase the sales of its Products & Services to public sector, private sector, and non-profit organizations through Equalis Group.

NOW, THEREFORE, in consideration of the mutual promises contained herein, the Parties agree to the following terms and conditions:

## SECTION 2. BUSINESS TERMS

**Defined Terms.** Any capitalized terms contained herein not defined in this Agreement shall have the same meaning as defined in the Master Agreement.

**Appendices.** The appendices attached hereto are made a part of this Agreement (if one, an “**Appendix**” or more, “**Appendices**”).

**Appendix A** defines Winning Supplier’s reporting requirements.

**Appendix B** sets forth the roles and responsibilities of the Parties.

**Appendix C** defines the financial terms between the Parties.

**Terms in Appendices.** In all cases where the terms of this Agreement and any Appendices disagree, the terms in the Appendix shall control.

### **Publicity & Joint Marketing.**

**Publicity.** A Party may only issue press releases or other public announcements with respect to this Agreement with the prior, written consent of the other Party.

**Joint Marketing / Logo & Name Use.** Winning Supplier authorizes Equalis to use Winning Supplier’s trademarks, names, and logos as provided by Winning Supplier to Equalis. Equalis authorizes Winning Supplier to use Equalis’ trademarks, names, and logos as provided by Equalis to Winning Supplier. Each Party’s use of the other Party’s trademarks, names, and logos will be limited to standard communication, including correspondence, newsletters, and website material, and joint marketing efforts, including, but not limited to, utilizing the same on correspondence, collateral, agreements, websites, newsletters, or other marketing materials promoting the Products & Services pursuant to the Master Agreement and this Agreement. Notwithstanding the foregoing, the Parties understand and agree that except as provided herein, neither Party shall have any right, title, or interest in the other Party’s trademarks, names, and logos. Upon termination of this Agreement, each Party shall immediately cease use of the other Party’s trademarks, names, and logos.

## SECTION 3. TERMS & CONDITIONS

**Contract Administration.** Equalis Group shall perform all of its duties, responsibilities and obligations as contract administrator of the Master Agreement on behalf of Region 10, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by Equalis Group solely in its capacity as the contract administrator under the Master Agreement.

**Express Limitation of Equalis Liability.** With respect to any purchases of Products & Services by Region 10 or any Program Participant pursuant to the Master Agreement, Equalis shall not be: (i) construed as a, re-marketer, representative, partner, or agent of any type of the Winning Supplier, Region 10, or any Program Participant; (ii) obligated by, liable for, or in any way responsible for any order of Products & Services made by Region 10 or any Program Participant or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Products & Services; and (iii) obligated by, liable for, or in any way responsible for any failure by Region 10 or any Program Participant to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase Products & Services under the Master Agreement. Equalis makes no representation or guaranty with respect to any minimum purchases by Region 10 or any Program Participant, whether individually or collectively, or any employee thereof under this Agreement or the Master Agreement. The terms of this section shall survive the termination of this Agreement.

**Indemnification.** Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Lead Agency by or from Supplier under the Lead Agency Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, its agents, employees, directors, and representatives under this Agreement including, but not limited to, the Supplier's obligation to provide appropriate insurance.

**Term & Termination.** The Term of this Agreement is the same as the Term of the Region 10 Master Agreement. This Agreement shall be terminated, if and when the Master Agreement is terminated. Upon termination of the Master Agreement for any reason, Winning Supplier shall continue making Administrative Fee and other payments, as set forth in **Appendix C**, to Equalis that are generated by individual Program Participant's purchase of Products & Services for a period of either i) one (1) year from the date of termination, or ii) through the then current expiration date of the Master Agreement, whichever is shorter, to the extent that Winning Supplier continues to generate revenue from each Program Participant's purchase of Products & Services following the termination of the Master Agreement.

**Audit of Winning Supplier.** Equalis, whether directly or through an independent auditor or accounting firm, shall have the right to perform audits, including inspection of books, records, and computer data relevant to Winning Supplier's provision of Products & Services to Program Participants and payment of Administrative Fees to Equalis, pursuant to the Master Agreement and this Administration Agreement, to ensure that pricing, inventory, quality, process, and business controls are maintained; provided, however, that such inspections and audits will be conducted upon reasonable notice to Winning Supplier and so as not to unreasonably interfere with Winning Supplier's business or operations.

**Notices.** All notices, claims, certificates, requests, demands, and other communications required or permitted hereunder (“**Notice**”) must be in writing and will be deemed given to the addresses set forth herein (a) when delivered personally to the recipient, (b) upon delivery by reputable overnight courier service (charges prepaid), or (c) upon delivery or refusal of delivery by certified or registered mail, return receipt requested, and addressed to the intended recipient. The Parties agree that day-to-day business communications, including notification of a change of address or revisions to any Appendix, may be made via electronic communication, including email.

**Addresses for Notices.** This section may be modified at any time by either Party providing the other Party with written Notice, including via email, of a change of address or addition or deletion to the individuals who will be copied on all Notices.

If to **Winning Supplier:**

Name / Title: Qais Alkurdi, CEO

Street Address: 27419 Via Industria

City/St/Zip: Temecula, CA 92590

If to **Equalis:**

Equalis Group LLC  
Attn: Eric Merkle, SVP  
5550 Granite Parkway, Suite 298  
Plano, Texas 75024

**Waiver and Modification.** This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived,



except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

**Governing Law; Invalidity.** This Agreement shall be construed and enforced in accordance with, and governed by, the laws of the State of Texas without regard to rules of conflict of laws. If any provision of this Agreement is declared unlawful or unenforceable by judicial determination or performance, then the remainder of this Agreement shall continue in force as if the invalidated provision did not exist. Any suits filed by either Party pursuant to this Agreement shall be brought in a court of competent jurisdiction located in Richardson, Dallas County, Texas. In the event either Party initiates a suit and that suit is adjudicated by a court of competent jurisdiction, the prevailing Party shall be entitled to reasonable attorney's fees and costs from the non-prevailing Party in addition to any other relief to which the court determines the prevailing Party is entitled or awarded.

**Assignment.** This Agreement and the rights and obligations hereunder may not be assignable by either Party hereto without the prior written consent of the other Party, which consent shall not be unreasonably withheld, conditioned, or delayed, provided, however, that either Party may assign its respective rights and obligations under this Agreement without the consent of the other Party in the event either Party shall hereafter effect a corporate reorganization, consolidation, merger, merge into, sale to, or a transfer of all or substantially all of its properties or assets to another entity. Subject to the preceding sentence, this Agreement will be binding upon, inure to the benefit of, and be enforceable by the Parties and their respective successors and assigns. Any instrument purporting to make an assignment in violation of this section shall be null and void. This Agreement may be extended to additional entities affiliated with either Party upon the agreement of the other Party. No such extension will relieve the extending Party of its rights and obligations under this Agreement.

**No Third-Party Beneficiaries; Survival of Representations.** This Agreement is made solely for the benefit of the Parties to it, and no other persons will acquire or have any right under or by virtue of this Agreement. Except as otherwise provided herein, all representations, warranties, covenants, and agreements of the Parties shall remain in full force and effect regardless of any termination of this Agreement, in whole or in part.

**Entire Agreement.** The Region 10 Master Agreement and this Agreement, together with all attachments, appendices, and exhibits hereto, constitutes the entire agreement between the Parties with respect to the subject matter hereof and supersedes all prior oral or written representations and agreements with regard to the same subject matter. The Parties acknowledge that this Agreement has been negotiated and incorporates their collective agreement as to the provisions to be contained herein. Therefore, no presumption will arise giving benefit of interpretation by virtue of authorship of any provision of this Agreement, and any ambiguity may not be construed for or against any Party.

**Execution in Counterparts.** This Agreement may be executed in one or more counterparts, each of which will be deemed an original. For purposes of this Agreement, a facsimile, scanned, or electronic signature will be deemed an original signature.

**Titles, Headings & Recitals.** The Preamble to this Agreement is hereby incorporated herein and made part of this Agreement. The Recitals stated within this Agreement are deemed to be a part of this Agreement. The titles and headings of the sections and paragraphs of this Agreement are inserted for convenience only and shall not constitute a part hereof or affect in any way the meaning or interpretation of this Agreement.

(Signature page to follow)

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their duly authorized representatives as of the Effective Date.

**WINNING SUPPLIER**

**EQUALIS GROUP, LLC**

By: HQE Systems, Inc.

By: \_\_\_\_\_

Name: Qais Alkurdi

Name: \_\_\_\_\_

Title: CEO

Title: \_\_\_\_\_

Date: 12/4/2022

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

**APPENDIX A: WINNING SUPPLIER REPORTING REQUIREMENTS**

This Appendix may be modified at any time with the mutual written consent of the Parties, including via email. Winning Supplier shall electronically provide Equalis with a detailed line-item monthly report showing the dollar volume of all member Products & Services sales under the contract for the previous month. Reports shall be sent via e-mail to Equalis offices at [Reporting@EqualisGroup.org](mailto:Reporting@EqualisGroup.org). Reports are due on the **fifteenth (15<sup>th</sup>)** day after the end of the previous month. It is the responsibility of Winning Supplier to collect and compile all sales under the Master Agreement from Program Participants and submit one (1) monthly report. Fields below marked as \*required indicate a required field. All other fields are preferred, but not required:

<b>Member Data</b>	Equalis Member ID
	Vendor Customer Number *required (or Equalis Member ID)
	Customer Name *required
	Customer Street Address *required
	Customer City *required
	Customer Zip Code *required
<b>Distributor</b>	Customer State *required
	Distributor Name
	Distributor ID
	Distributor Street Address
	Distributor City
Distributor Zip Code	

	Distributor State
<b>Product Data</b>	Product Category level 1
	Product Category level 2 <i>(Where available or applicable)</i>
	Product Category level 3 <i>(Where available or applicable)</i>
	Distributor Product Number
	Manufacturer Product Number
	Product Description
	Product Brand Name
	Product packaging Unit of Measure, multiple levels if necessary
<b>Spend Data</b>	Purchase Unit of Measure
	Purchase Quantity
	Distributor Landed Cost Total \$ (without deviations)
	Distributor Landed Cost Total \$ (with mfr deviations)
	Customer Purchase Total \$ <b>*required</b>
	Admin Fee % <b>*required</b>
	Admin Fee \$ <b>*required</b>

## APPENDIX B: ROLES & RESPONSIBILITIES

This Appendix defines the roles and responsibilities of Equalis and Winning Supplier under this Agreement. This Appendix may be modified at any time with the mutual written consent of the Parties, including via email.

### 1. Equalis Services.

**1.1. Winning Supplier Sales Representative Training.** Equalis will develop, as appropriate and subject to Winning Supplier approval, various sales training materials, sales tools, and marketing collateral to promote the Master Agreement and Winning Supplier's Products & Services. Equalis, as appropriate, will i) conduct periodic sales trainings with Winning Supplier sales representatives assigned to sell Products & Services, ii) provide sales representatives with marketing collateral and sales tools to utilize with sales prospects, with particular focus on the procurement process that led to the establishment of the Master Agreement, the legal ability for sales prospects in any state to purchase Products & Services through the Master Agreement without having to conduct their own bid or RFP process, and the key differentiators in the design of this program with Winning Supplier, and iii) attend at least one Winning Supplier company-wide sales and/or leadership meeting per year.

**1.2. Sales Support.** Equalis will engage in Winning Supplier sales efforts as agreed by the Parties through participating in i) individual sales calls, ii) joint sales calls, iii) communications and customer service, iv) discussions and communication with sales prospects during the sales process to address questions relating to the procurement process, legal authority to purchase through the Master Agreement, and program design, v) trainings for Equalis Members' teams, vi) regular business reviews to monitor Program success, and vii) general contract administration.

**1.3. Marketing.** Equalis will incorporate information about the Products & Services into Equalis Group's website and general collateral materials. Equalis and Winning Supplier will jointly develop and approve marketing materials to promote Products & Services, such as website content, brochures and collateral, talking points, press releases, and correspondence. Equalis will market the Products & Services to Prospective Participants as part of Equalis' ongoing marketing activities through Equalis Group; these marketing efforts may consist of a combination of i) general marketing of all of Equalis Group's master group purchasing agreements, including the Master Agreement and Winning Supplier's Products & Services, ii) marketing of Winning Supplier's Products & Services specifically and/or as part of a package of selected master group purchasing agreements to targeted Prospective Participants, and iii) attending trade shows, conferences, and meetings.

### 2. Winning Supplier Roles & Responsibilities.

As a condition to Winning Supplier entering into the Master Agreement, which is available to all Public Sector Entities, Winning Supplier must make certain representations, warranties, and covenants to Equalis designed to ensure the success of the Master Agreement for all Prospective Participants, sales prospects, and Winning Supplier.

**2.1. Equalis Group Membership Agreement.** Winning Supplier will make available the Equalis Group Master Intergovernmental Cooperative Purchasing Agreement (whether in hard copy, electronically, or via [www.EqualisGroup.org](http://www.EqualisGroup.org)) and request any Prospective Participants subject to the Master Agreement who have not already joined Equalis Group to join Equalis Group in conjunction with executing Winning Supplier's Customer Agreements and/or beginning to purchase Products & Services from Winning Supplier to ensure that Winning Supplier and each Program Participant are in full compliance with applicable state procurement statutes.

**2.2. Corporate Commitment.** Winning Supplier commits that i) the Master Agreement has received all necessary corporate authorizations and support of Winning Supplier's executive management, ii) the Master Agreement will be promoted to Public Sector Entities, and iii) Winning Supplier will identify an executive corporate sponsor and a separate national account manager that will be responsible for the overall management of the Master Agreement and this Agreement.

**2.3. Sales Commitment.** Winning Supplier commits to market the Master Agreement as a market strategy in the public sector and that its sales force will be trained, engaged, and committed to offering the Master Agreement to Public Sector Entities through Equalis Group in the geographies defined in the Master Agreement. Winning Supplier commits that all sales under the Master Agreement will be accurately and timely reported to Equalis. Winning Supplier also commits that its sales force will be compensated, including sales incentives, for sales to Program Participants under the Master Agreement in a consistent or better manner compared to sales to Public Sector Entities if Winning Supplier were not awarded the Master Agreement. Supplier will make available to interested Prospective Participants such price lists or quotes as may be necessary for such Prospective Participants to evaluate potential purchases of Products & Services under the Master Agreement.

**2.4. Marketing Commitment.** Winning Supplier commits to work with Equalis to develop a sales and marketing plan ("Plan") within the first ninety (90) days of the Master Agreement Effective Date. The Plan may include, but is not limited to, the following:

**2.4.1.** Issuing co-branded press release

**2.4.2.** Publishing Master Agreement details and contact information on both Equalis Group and Winning Supplier's websites

**2.4.3.** Scheduling and holding training on the Master Agreement for the sales teams of both Equalis Group and Winning Supplier

**2.4.4.** Jointly participating in national and regional conferences

**2.4.5.** Jointly attending national and regional Equalis Group Member networking events

**2.4.6.** Designing, publishing, and distributing co-branded marketing materials

**2.4.7.** Engaging in ongoing marketing and promotion of the Master Agreement for the entire Term of the Master Agreement (e.g., developing and presenting case studies, collateral pieces, and presentations)

## APPENDIX C: FINANCIAL TERMS

This Appendix may be modified at any time with the mutual written consent of the Parties.

### **1. Administrative Fee.**

On or before the fifteenth (15<sup>th</sup>) of each month, Winning Supplier shall remit to Equalis an administrative fee payment (the “**Administrative Fee**”) of **two percent (2%)** of the total Winning Supplier revenue (the “**Equalis Group Spend**” or “**Spend**”) invoiced to Program Participants during the prior calendar month. “Spend” shall mean the cumulative purchases of Products & Services by Program Participants under the Master Agreement net of taxes, shipping costs, returns, and credits. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one- and one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full.

### **2. Case-by-Case Administrative Fee Adjustments.**

The Parties understand and acknowledge that Winning Supplier may have to provide aggressive deviated pricing on a case-by-case basis to win certain opportunities with Prospective Participants when those opportunities represent a sufficiently large Spend and/or are highly competitive. In such situations, Winning Supplier may request Equalis accept a reduced Administrative Fee. The Parties agree to evaluate each such situation as it arises and utilize best efforts to establish an adjusted Administrative Fee rate upon mutual written agreement (including via email) of the Parties.

### **3. Rebates or Other Payments.**

**Insert rebate or other payment language as agreed.**



# ATTACHMENT C: STATE NOTICE

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with Equalis Group and access the Vendor Contract award made pursuant to this solicitation, and hereby given notice of the foregoing Request for Proposal for purposes of complying with the procedural requirements of said statutes:

Nationwide:

State of Alabama	State of Hawaii	State of Massachusetts	State of New Mexico	State of South Dakota
State of Alaska	State of Idaho	State of Michigan	State of New York	State of Tennessee
State of Arizona	State of Illinois	State of Minnesota	State of North Carolina	State of Texas
State of Arkansas	State of Indiana	State of Mississippi	State of North Dakota	State of Utah
State of California	State of Iowa	State of Missouri	State of Ohio	State of Vermont
State of Colorado	State of Kansas	State of Montana	State of Oklahoma	State of Virginia
State of Connecticut	State of Kentucky	State of Nebraska	State of Oregon	State of Washington
State of Delaware	State of Louisiana	State of Nevada	State of Pennsylvania	State of West Virginia
State of Florida	State of Maine	State of New Hampshire	State of Rhode Island	State of Wisconsin
State of Georgia	State of Maryland	State of New Jersey	State of South Carolina	State of Wyoming
District of Columbia				

Lists of political subdivisions and local governments in the above referenced states/districts may be found at [http://www.usa.gov/Agencies/State\\_and\\_Territories.shtml](http://www.usa.gov/Agencies/State_and_Territories.shtml) and <https://www.usa.gov/local-governments>.

Certain Public Agencies and Political Subdivisions:

**CITIES, TOWNS, VILLAGES AND BOROUGHES INCLUDING BUT NOT LIMITED TO:**

- |                            |   |
|----------------------------|---|
| BAKER CITY GOLF COURSE, OR | CITY OF BURNS, OR                                     |
| CITY OF ADAIR VILLAGE, OR  | CITY OF CANBY, OR                                     |
| CITY OF ASHLAND, OR        | CITY OF CANYONVILLE, OR                               |
| CITY OF AUMSVILLE, OR      | CITY OF CLATSKANIE, OR                                |
| CITY OF AURORA, OR         | CITY OF COBURG, OR                                    |
| CITY OF BAKER, OR          | CITY OF CONDON, OR                                    |
| CITY OF BATON ROUGE, LA    | CITY OF COQUILLE, OR                                  |
| CITY OF BEAVERTON, OR      | CITY OF CORVALLI, OR                                  |
| CITY OF BEND, OR           | CITY OF CORVALLIS PARKS AND RECREATION DEPARTMENT, OR |
| CITY OF BOARDMAN, OR       | CITY OF COTTAGE GROVE, OR                             |
| CITY OF BONANAZA, OR       | CITY OF DONALD, OR                                    |
| CITY OF BOSSIER CITY, LA   | CITY OF EUGENE, OR                                    |
| CITY OF BROOKINGS, OR      |   |

CITY OF FOREST GROVE, OR  
CITY OF GOLD HILL, OR  
CITY OF GRANTS PASS, OR  
CITY OF GRESHAM, OR  
CITY OF HILLSBORO, OR  
CITY OF INDEPENDENCE, OR  
CITY AND COUNTY OF HONOLULU, HI  
CITY OF KENNER, LA  
CITY OF LA GRANDE, OR  
CITY OF LAFAYETTE, LA  
CITY OF LAKE CHARLES, OR  
CITY OF LEBANON, OR  
CITY OF MCMINNVILLE, OR  
CITY OF MEDFORD, OR  
CITY OF METAIRIE, LA  
CITY OF MILL CITY, OR  
CITY OF MILWAUKIE, OR  
CITY OF MONROE, LA  
CITY OF MOSIER, OR  
CITY OF NEW ORLEANS, LA  
CITY OF NORTH PLAINS, OR  
CITY OF OREGON CITY, OR  
CITY OF PILOT ROCK, OR  
CITY OF PORTLAND, OR  
CITY OF POWERS, OR  
CITY OF PRINEVILLE, OR  
CITY OF REDMOND, OR  
CITY OF REEDSPORT, OR  
CITY OF RIDDLE, OR  
CITY OF ROGUE RIVER, OR  
CITY OF ROSEBURG, OR  
CITY OF SALEM, OR  
CITY OF SANDY, OR  
CITY OF SCAPPOOSE, OR  
CITY OF SHADY COVE, OR  
CITY OF SHERWOOD, OR  
CITY OF SHREVEPORT, LA  
CITY OF SILVERTON, OR  
CITY OF SPRINGFIELD, OR  
CITY OF ST. HELENS, OR  
CITY OF ST. PAUL, OR  
CITY OF SULPHUR, LA  
CITY OF TIGARD, OR  
CITY OF TROUTDALE, OR  
CITY OF TUALATIN, OR  
CITY OF WALKER, LA  
CITY OF WARRENTON, OR  
CITY OF WEST LINN, OR  
CITY OF WILSONVILLE, OR  
CITY OF WINSTON, OR  
CITY OF WOODBURN, OR  
LEAGUE OF OREGON CITIES  
THE CITY OF HAPPY VALLEY OREGON  
ALPINE, UT

ALTA, UT  
ALTAMONT, UT  
ALTON, UT  
AMALGA, UT  
AMERICAN FORK CITY, UT  
ANNABELLA, UT  
ANTIMONY, UT  
APPLE VALLEY, UT  
AURORA, UT  
BALLARD, UT  
BEAR RIVER CITY, UT  
BEAVER, UT  
BICKNELL, UT  
BIG WATER, UT  
BLANDING, UT  
BLUFFDALE, UT  
BOULDER, UT  
CITY OF BOUNTIFUL, UT  
BRIAN HEAD, UT  
BRIGHAM CITY CORPORATION, UT  
BRYCE CANYON CITY, UT  
CANNONVILLE, UT  
CASTLE DALE, UT  
CASTLE VALLEY, UT  
CITY OF CEDAR CITY, UT  
CEDAR FORT, UT  
CITY OF CEDAR HILLS, UT  
CENTERFIELD, UT  
CENTERVILLE CITY CORPORATION, UT  
CENTRAL VALLEY, UT  
CHARLESTON, UT  
CIRCLEVILLE, UT  
CLARKSTON, UT  
CLAWSON, UT  
CLEARFIELD, UT  
CLEVELAND, UT  
CLINTON CITY CORPORATION, UT  
COALVILLE, UT  
CORINNE, UT  
CORNISH, UT  
COTTONWOOD HEIGHTS, UT  
DANIEL, UT  
DELTA, UT  
DEWEYVILLE, UT  
DRAPER CITY, UT  
DUCHESNE, UT  
EAGLE MOUNTAIN, UT  
EAST CARBON, UT  
ELK RIDGE, UT  
ELMO, UT  
ELSINORE, UT  
ELWOOD, UT  
EMERY, UT  
ENOCH, UT

ENTERPRISE, UT  
EPHRAIM, UT  
ESCALANTE, UT  
EUREKA, UT  
FAIRFIELD, UT  
FAIRVIEW, UT  
FARMINGTON, UT  
FARR WEST, UT  
FAYETTE, UT  
FERRON, UT  
FIELDING, UT  
FILLMORE, UT  
FOUNTAIN GREEN, UT  
FRANCIS, UT  
FRUIT HEIGHTS, UT  
GARDEN CITY, UT  
GARLAND, UT  
GENOLA, UT  
GLENDALE, UT  
GLENWOOD, UT  
GOSHEN, UT  
GRANTSVILLE, UT  
GREEN RIVER, UT  
GUNNISON, UT  
HANKSVILLE, UT  
HARRISVILLE, UT  
HATCH, UT  
HEBER CITY CORPORATION, UT  
HELPER, UT  
HENEFER, UT  
HENRIEVILLE, UT  
HERRIMAN, UT  
HIDEOUT, UT  
HIGHLAND, UT  
HILDALE, UT  
HINCKLEY, UT  
HOLDEN, UT  
HOLLADAY, UT  
HONEYVILLE, UT  
HOOPER, UT  
HOWELL, UT  
HUNTINGTON, UT  
HUNTSVILLE, UT  
CITY OF HURRICANE, UT  
HYDE PARK, UT  
HYRUM, UT  
INDEPENDENCE, UT  
IVINS, UT  
JOSEPH, UT  
JUNCTION, UT  
KAMAS, UT  
KANAB, UT  
KANARRAVILLE, UT  
KANOSH, UT

KAYSVILLE, UT  
KINGSTON, UT  
KOOSHAREM, UT  
LAKETOWN, UT  
LA VERKIN, UT  
LAYTON, UT  
LEAMINGTON, UT  
LEEDS, UT  
LEHI CITY CORPORATION, UT  
LEVAN, UT  
LEWISTON, UT  
LINDON, UT  
LOA, UT  
LOGAN CITY, UT  
LYMAN, UT  
LYNNDYL, UT  
MANILA, UT  
MANTI, UT  
MANTUA, UT  
MAPLETON, UT  
MARRIOTT-SLATERVILLE, UT  
MARYSVALE, UT  
MAYFIELD, UT  
MEADOW, UT  
MENDON, UT  
MIDVALE CITY INC., UT  
MIDWAY, UT  
MILFORD, UT  
MILLVILLE, UT  
MINERSVILLE, UT  
MOAB, UT  
MONA, UT  
MONROE, UT  
CITY OF MONTICELLO, UT  
MORGAN, UT  
MORONI, UT  
MOUNT PLEASANT, UT  
MURRAY CITY CORPORATION, UT  
MYTON, UT  
NAPLES, UT  
NEPHI, UT  
NEW HARMONY, UT  
NEWTON, UT  
NIBLEY, UT  
NORTH LOGAN, UT  
NORTH OGDEN, UT  
NORTH SALT LAKE CITY, UT  
OAK CITY, UT  
OAKLEY, UT  
OGDEN CITY CORPORATION, UT  
OPHIR, UT  
ORANGEVILLE, UT  
ORDERVILLE, UT  
OREM, UT

PANGUITCH, UT  
PARADISE, UT  
PARAGONAH, UT  
PARK CITY, UT  
PAROWAN, UT  
PAYSON, UT  
PERRY, UT  
PLAIN CITY, UT  
PLEASANT GROVE CITY, UT  
PLEASANT VIEW, UT  
PLYMOUTH, UT  
PORTAGE, UT  
PRICE, UT  
PROVIDENCE, UT  
PROVO, UT  
RANDOLPH, UT  
REDMOND, UT  
RICHFIELD, UT  
RICHMOND, UT  
RIVERDALE, UT  
RIVER HEIGHTS, UT  
RIVERTON CITY, UT  
ROCKVILLE, UT  
ROCKY RIDGE, UT  
ROOSEVELT CITY CORPORATION, UT  
ROY, UT  
RUSH VALLEY, UT  
CITY OF ST. GEORGE, UT  
SALEM, UT  
SALINA, UT  
SALT LAKE CITY CORPORATION, UT  
SANDY, UT  
SANTA CLARA, UT  
SANTAQUIN, UT  
SARATOGA SPRINGS, UT  
SCIPIO, UT  
SCOFIELD, UT  
SIGURD, UT  
SMITHFIELD, UT  
SNOWVILLE, UT  
CITY OF SOUTH JORDAN, UT

SOUTH OGDEN, UT  
CITY OF SOUTH SALT LAKE, UT  
SOUTH WEBER, UT  
SPANISH FORK, UT  
SPRING CITY, UT  
SPRINGDALE, UT  
SPRINGVILLE, UT  
STERLING, UT  
STOCKTON, UT  
SUNNYSIDE, UT  
SUNSET CITY CORP, UT  
SYRACUSE, UT  
TABIONA, UT  
CITY OF TAYLORSVILLE, UT  
TOOELE CITY CORPORATION, UT  
TOQUERVILLE, UT  
TORREY, UT  
TREMONTON CITY, UT  
TRENTON, UT  
TROPIC, UT  
UINTAH, UT  
VERNAL CITY, UT  
VERNON, UT  
VINEYARD, UT  
VIRGIN, UT  
WALES, UT  
WALLSBURG, UT  
WASHINGTON CITY, UT  
WASHINGTON TERRACE, UT  
WELLINGTON, UT  
WELLSVILLE, UT  
WENDOVER, UT  
WEST BOUNTIFUL, UT  
WEST HAVEN, UT  
WEST JORDAN, UT  
WEST POINT, UT  
WEST VALLEY CITY, UT  
WILLARD, UT  
WOODLAND HILLS, UT  
WOODRUFF, UT  
WOODS CROSS, UT

**COUNTIES AND PARISHES INCLUDING BUT NOT LIMITED TO:**

ASCENSION PARISH, LA  
ASCENSION PARISH, LA, CLEAR OF COURT  
CADDO PARISH, LA  
CALCASIEU PARISH, LA  
CALCASIEU PARISH SHERIFF'S OFFICE, LA  
CITY AND COUNTY OF HONOLULU, HI  
CLACKAMAS COUNTY, OR  
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR  
CLATSOP COUNTY, OR  
COLUMBIA COUNTY, OR  
COOS COUNTY, OR

COOS COUNTY HIGHWAY DEPARTMENT, OR  
COUNTY OF HAWAII, OR  
CROOK COUNTY, OR  
CROOK COUNTY ROAD DEPARTMENT, OR  
CURRY COUNTY, OR  
DESCHUTES COUNTY, OR  
DOUGLAS COUNTY, OR  
EAST BATON ROUGE PARISH, LA  
GILLIAM COUNTY, OR  
GRANT COUNTY, OR  
HARNEY COUNTY, OR

HARNEY COUNTY SHERIFFS OFFICE, OR  
HAWAII COUNTY, HI  
HOOD RIVER COUNTY, OR  
JACKSON COUNTY, OR  
JEFFERSON COUNTY, OR  
JEFFERSON PARISH, LA  
JOSEPHINE COUNTY GOVERNMENT, OR  
LAFAYETTE CONSOLIDATED GOVERNMENT, LA  
LAFAYETTE PARISH, LA  
LAFAYETTE PARISH CONVENTION & VISITORS  
COMMISSION  
LAFOURCHE PARISH, LA  
KAUAI COUNTY, HI  
KLAMATH COUNTY, OR  
LAKE COUNTY, OR  
LANE COUNTY, OR  
LINCOLN COUNTY, OR  
LINN COUNTY, OR  
LIVINGSTON PARISH, LA  
MALHEUR COUNTY, OR  
MAUI COUNTY, HI  
MARION COUNTY, SALEM, OR  
MORROW COUNTY, OR  
MULTNOMAH COUNTY, OR  
MULTNOMAH COUNTY BUSINESS AND COMMUNITY  
SERVICES, OR  
MULTNOMAH COUNTY SHERIFFS OFFICE, OR  
MULTNOMAH LAW LIBRARY, OR  
ORLEANS PARISH, LA  
PLAQUEMINES PARISH, LA  
POLK COUNTY, OR  
RAPIDES PARISH, LA  
SAINT CHARLES PARISH, LA  
SAINT CHARLES PARISH PUBLIC SCHOOLS, LA  
SAINT LANDRY PARISH, LA  
SAINT TAMMANY PARISH, LA  
SHERMAN COUNTY, OR  
TERREBONNE PARISH, LA  
TILLAMOOK COUNTY, OR

TILLAMOOK COUNTY SHERIFF'S OFFICE, OR  
TILLAMOOK COUNTY GENERAL HOSPITAL, OR  
UMATILLA COUNTY, OR  
UNION COUNTY, OR  
WALLOWA COUNTY, OR  
WASCO COUNTY, OR  
WASHINGTON COUNTY, OR  
WEST BATON ROUGE PARISH, LA  
WHEELER COUNTY, OR  
YAMHILL COUNTY, OR  
COUNTY OF BOX ELDER, UT  
COUNTY OF CACHE, UT  
COUNTY OF RICH, UT  
COUNTY OF WEBER, UT  
COUNTY OF MORGAN, UT  
COUNTY OF DAVIS, UT  
COUNTY OF SUMMIT, UT  
COUNTY OF DAGGETT, UT  
COUNTY OF SALT LAKE, UT  
COUNTY OF TOOELE, UT  
COUNTY OF UTAH, UT  
COUNTY OF WASATCH, UT  
COUNTY OF DUCHESNE, UT  
COUNTY OF UINTAH, UT  
COUNTY OF CARBON, UT  
COUNTY OF SANPETE, UT  
COUNTY OF JUAB, UT  
COUNTY OF MILLARD, UT  
COUNTY OF SEVIER, UT  
COUNTY OF EMERY, UT  
COUNTY OF GRAND, UT  
COUNTY OF BEVER, UT  
COUNTY OF PIUTE, UT  
COUNTY OF WAYNE, UT  
COUNTY OF SAN JUAN, UT  
COUNTY OF GARFIELD, UT  
COUNTY OF KANE, UT  
COUNTY OF IRON, UT  
COUNTY OF WASHINGTON, UT

**OTHER AGENCIES INCLUDING ASSOCIATIONS, BOARDS, DISTRICTS, COMMISSIONS, COUNCILS, PUBLIC CORPORATIONS, PUBLIC DEVELOPMENT AUTHORITIES, RESERVATIONS AND UTILITIES INCLUDING BUT NOT LIMITED TO:**

BANKS FIRE DISTRICT, OR  
BATON ROUGE WATER COMPANY  
BEND METRO PARK AND RECREATION DISTRICT  
BIENVILLE PARISH FIRE PROTECTION DISTRICT 6, LA  
BOARDMAN PARK AND RECREATION DISTRICT  
CENTRAL CITY ECONOMIC OPPORTUNITY CORP, LA  
CENTRAL OREGON INTERGOVERNMENTAL COUNCIL  
CITY OF BOGALUSA SCHOOL BOARD, LA  
CLACKAMAS RIVER WATER  
CLATSKANIE PEOPLE'S UTILITY DISTRICT  
CLEAN WATER SERVICES

CONFEDERATED TRIBES OF THE UMATILLA INDIAN  
RESERVATION  
COOS FOREST PROTECTIVE ASSOCIATION  
CHEHALEM PARK AND RECREATION DISTRICT  
DAVID CROCKETT STEAM FIRE COMPANY #1, LA  
EUGENE WATER AND ELECTRIC BOARD  
HONOLULU INTERNATIONAL AIRPORT  
HOODLAND FIRE DISTRICT #74  
HOUSING AUTHORITY OF PORTLAND  
ILLINOIS VALLEY FIRE DISTRICT  
LAFAYETTE AIRPORT COMMISSION, LA

LAFOURCHE PARISH HEALTH UNIT – DHH-OPH REGION

3

LOUISIANA PUBLIC SERVICE COMMISSION, LA  
LOUISIANA WATER WORKS  
MEDFORD WATER COMMISSION  
MELHEUR COUNTY JAIL, OR  
METRO REGIONAL GOVERNMENT  
METRO REGIONAL PARKS  
METROPOLITAN EXPOSITION RECREATION  
COMMISSION  
METROPOLITAN SERVICE DISTRICT (METRO)  
MULTNOMAH EDUCATION SERVICE DISTRICT  
NEW ORLEANS REDEVELOPMENT AUTHORITY, LA  
NORTHEAST OREGON HOUSING AUTHORITY, OR  
PORT OF BRANDON, OR  
PORT OF MORGAN CITY, LA  
PORTLAND DEVELOPMENT COMMISSION, OR  
PORTLAND FIRE AND RESCUE  
PORTLAND HOUSING CENTER, OR

OREGON COAST COMMUNITY ACTION  
OREGON HOUSING AND COMMUNITY SERVICES  
OREGON LEGISLATIVE ADMINISTRATION  
ROGUE VALLEY SEWER, OR  
SAINT LANDRY PARISH TOURIST COMMISSION  
SAINT MARY PARISH REC DISTRICT 2  
SAINT MARY PARISH REC DISTRICT 3  
SAINT TAMMANY FIRE DISTRICT 4, LA  
SALEM MASS TRANSIT DISTRICT  
SEWERAGE AND WATER BOARD OF NEW ORLEANS, LA  
SOUTH LAFOURCHE LEVEE DISTRICT, LA  
TRI-COUNTY METROPOLITAN TRANSPORTATION  
DISTRICT OF OREGON  
TUALATIN HILLS PARK & RECREATION DISTRICT  
TUALATIN VALLEY FIRE & RESCUE  
TUALATIN VALLEY WATER DISTRICT  
WILLAMALANE PARK AND RECREATION DISTRICT  
WILLAMETTE HUMANE SOCIETY

**K-12 INCLUDING BUT NOT LIMITED TO:**

ACADIA PARISH SCHOOL BOARD  
BEAVERTON SCHOOL DISTRICT  
BEND-LA PINE SCHOOL DISTRICT  
BOGALUSA HIGH SCHOOL, LA  
BOSSIER PARISH SCHOOL BOARD  
BROOKING HARBOR SCHOOL DISTRICT  
CADDO PARISH SCHOOL DISTRICT  
CALCASIEU PARISH SCHOOL DISTRICT  
CANBY SCHOOL DISTRICT  
CANYONVILLE CHRISTIAN ACADEMY  
CASCADE SCHOOL DISTRICT  
CASCADES ACADEMY OF CENTRAL OREGON  
CENTENNIAL SCHOOL DISTRICT  
CENTRAL CATHOLIC HIGH SCHOOL  
CENTRAL POINT SCHOOL DISTRICT NO.6  
CENTRAL SCHOOL DISTRICT 13J  
COOS BAY SCHOOL DISTRICT NO.9  
CORVALLIS SCHOOL DISTRICT 509J  
COUNTY OF YAMHILL SCHOOL DISTRICT 29  
CULVER SCHOOL DISTRICT  
DALLAS SCHOOL DISTRICT NO.2  
DAVID DOUGLAS SCHOOL DISTRICT  
DAYTON SCHOOL DISTRICT NO.8  
DE LA SALLE N CATHOLIC HS  
DESCHUTES COUNTY SCHOOL DISTRICT NO.6  
DOUGLAS EDUCATIONAL DISTRICT SERVICE  
DUFUR SCHOOL DISTRICT NO.29  
EAST BATON ROUGE PARISH SCHOOL DISTRICT  
ESTACADA SCHOOL DISTRICT NO.10B  
FOREST GROVE SCHOOL DISTRICT  
GEORGE MIDDLE SCHOOL  
GLADSTONE SCHOOL DISTRICT

GRANTS PASS SCHOOL DISTRICT 7  
GREATER ALBANY PUBLIC SCHOOL DISTRICT  
GRESHAM BARLOW JOINT SCHOOL DISTRICT  
HEAD START OF LANE COUNTY  
HIGH DESERT EDUCATION SERVICE DISTRICT  
HILLSBORO SCHOOL DISTRICT  
HOOD RIVER COUNTY SCHOOL DISTRICT  
JACKSON CO SCHOOL DIST NO.9  
JEFFERSON COUNTY SCHOOL DISTRICT 509-J  
JEFFERSON PARISH SCHOOL DISTRICT  
JEFFERSON SCHOOL DISTRICT  
JUNCTION CITY SCHOOLS, OR  
KLAMATH COUNTY SCHOOL DISTRICT  
KLAMATH FALLS CITY SCHOOLS  
LAFAYETTE PARISH SCHOOL DISTRICT  
LAKE OSWEGO SCHOOL DISTRICT 7J  
LANE COUNTY SCHOOL DISTRICT 4J  
LINCOLN COUNTY SCHOOL DISTRICT  
LINN CO. SCHOOL DIST. 95C  
LIVINGSTON PARISH SCHOOL DISTRICT  
LOST RIVER JR/SR HIGH SCHOOL  
LOWELL SCHOOL DISTRICT NO.71  
MARION COUNTY SCHOOL DISTRICT  
MARION COUNTY SCHOOL DISTRICT 103  
MARIST HIGH SCHOOL, OR  
MCMINNVILLE SCHOOL DISTRICT NOAO  
MEDFORD SCHOOL DISTRICT 549C  
MITCH CHARTER SCHOOL  
MONROE SCHOOL DISTRICT NO.1J  
MORROW COUNTY SCHOOL DIST, OR  
MULTNOMAH EDUCATION SERVICE DISTRICT  
MULTISENSORY LEARNING ACADEMY

MYRTLE PINT SCHOOL DISTRICT 41  
 NEAH-KAH-NIE DISTRICT NO.56  
 NEWBERG PUBLIC SCHOOLS  
 NESTUCCA VALLEY SCHOOL DISTRICT NO.101  
 NOBEL LEARNING COMMUNITIES  
 NORTH BEND SCHOOL DISTRICT 13  
 NORTH CLACKAMAS SCHOOL DISTRICT  
 NORTH DOUGLAS SCHOOL DISTRICT  
 NORTH WASCO CITY SCHOOL DISTRICT 21  
 NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT  
 ONTARIO MIDDLE SCHOOL  
 OREGON TRAIL SCHOOL DISTRICT NOA6  
 ORLEANS PARISH SCHOOL DISTRICT  
 PHOENIX-TALENT SCHOOL DISTRICT NOA  
 PLEASANT HILL SCHOOL DISTRICT  
 PORTLAND JEWISH ACADEMY  
 PORTLAND PUBLIC SCHOOLS  
 RAPIDES PARISH SCHOOL DISTRICT  
 REDMOND SCHOOL DISTRICT  
 REYNOLDS SCHOOL DISTRICT  
 ROGUE RIVER SCHOOL DISTRICT  
 ROSEBURG PUBLIC SCHOOLS  
 SCAPPOOSE SCHOOL DISTRICT 1J  
 SAINT TAMMANY PARISH SCHOOL BOARD, LA  
 SEASIDE SCHOOL DISTRICT 10  
 SHERWOOD SCHOOL DISTRICT 88J  
 SILVER FALLS SCHOOL DISTRICT 4J  
 SOUTH LANE SCHOOL DISTRICT 45J3  
 SOUTHERN OREGON EDUCATION SERVICE DISTRICT  
 SPRINGFIELD PUBLIC SCHOOLS  
 SUTHERLIN SCHOOL DISTRICT  
 SWEET HOME SCHOOL DISTRICT NO.55  
 TERREBONNE PARISH SCHOOL DISTRICT  
 THE CATLIN GABEL SCHOOL  
 TIGARD-TUALATIN SCHOOL DISTRICT  
 UMATILLA MORROW ESD  
 WEST LINN WILSONVILLE SCHOOL DISTRICT  
 WILLAMETTE EDUCATION SERVICE DISTRICT  
 WOODBURN SCHOOL DISTRICT  
 YONCALLA SCHOOL DISTRICT  
 ACADEMY FOR MATH ENGINEERING & SCIENCE  
 (AMES), UT  
 ALIANZA ACADEMY, UT  
 ALPINE DISTRICT, UT  
 AMERICAN LEADERSHIP ACADEMY, UT  
 AMERICAN PREPARATORY ACADEMY, UT  
 BAER CANYON HIGH SCHOOL FOR SPORTS & MEDICAL  
 SCIENCES, UT  
 BEAR RIVER CHARTER SCHOOL, UT  
 BEAVER SCHOOL DISTRICT, UT  
 BEEHIVE SCIENCE & TECHNOLOGY ACADEMY (BSTA),  
 UT  
 BOX ELDER SCHOOL DISTRICT, UT  
 CBA CENTER, UT  
 CACHE SCHOOL DISTRICT, UT  
 CANYON RIM ACADEMY, UT  
 CANYONS DISTRICT, UT  
 CARBON SCHOOL DISTRICT, UT  
 CHANNING HALL, UT  
 CHARTER SCHOOL LEWIS ACADEMY, UT  
 CITY ACADEMY, UT  
 DAGGETT SCHOOL DISTRICT, UT  
 DAVINCI ACADEMY, UT  
 DAVIS DISTRICT, UT  
 DUAL IMMERSION ACADEMY, UT  
 DUCHESNE SCHOOL DISTRICT, UT  
 EARLY LIGHT ACADEMY AT DAYBREAK, UT  
 EAST HOLLYWOOD HIGH, UT  
 EDITH BOWEN LABORATORY SCHOOL, UT  
 EMERSON ALCOTT ACADEMY, UT  
 EMERY SCHOOL DISTRICT, UT  
 ENTHEOS ACADEMY, UT  
 EXCELSIOR ACADEMY, UT  
 FAST FORWARD HIGH, UT  
 FREEDOM ACADEMY, UT  
 GARFIELD SCHOOL DISTRICT, UT  
 GATEWAY PREPARATORY ACADEMY, UT  
 GEORGE WASHINGTON ACADEMY, UT  
 GOOD FOUNDATION ACADEMY, UT  
 GRAND SCHOOL DISTRICT, UT  
 GRANITE DISTRICT, UT  
 GUADALUPE SCHOOL, UT  
 HAWTHORN ACADEMY, UT  
 INTECH COLLEGIATE HIGH SCHOOL, UT  
 IRON SCHOOL DISTRICT, UT  
 ITINERIS EARLY COLLEGE HIGH, UT  
 JOHN HANCOCK CHARTER SCHOOL, UT  
 JORDAN DISTRICT, UT  
 JUAB SCHOOL DISTRICT, UT  
 KANE SCHOOL DISTRICT, UT  
 KARL G MAESER PREPARATORY ACADEMY, UT  
 LAKEVIEW ACADEMY, UT  
 LEGACY PREPARATORY ACADEMY, UT  
 LIBERTY ACADEMY, UT  
 LINCOLN ACADEMY, UT  
 LOGAN SCHOOL DISTRICT, UT  
 MARIA MONTESSORI ACADEMY, UT  
 MERIT COLLEGE PREPARATORY ACADEMY, UT  
 MILLARD SCHOOL DISTRICT, UT  
 MOAB CHARTER SCHOOL, UT  
 MONTICELLO ACADEMY, UT  
 MORGAN SCHOOL DISTRICT, UT  
 MOUNTAINVILLE ACADEMY, UT  
 MURRAY SCHOOL DISTRICT, UT  
 NAVIGATOR POINTE ACADEMY, UT  
 NEBO SCHOOL DISTRICT, UT  
 NO UT ACAD FOR MATH ENGINEERING & SCIENCE  
 (NUAMES), UT

NOAH WEBSTER ACADEMY, UT  
NORTH DAVIS PREPARATORY ACADEMY, UT  
NORTH SANPETE SCHOOL DISTRICT, UT  
NORTH STAR ACADEMY, UT  
NORTH SUMMIT SCHOOL DISTRICT, UT  
ODYSSEY CHARTER SCHOOL, UT  
OGDEN PREPARATORY ACADEMY, UT  
OGDEN SCHOOL DISTRICT, UT  
OPEN CLASSROOM, UT  
OPEN HIGH SCHOOL OF UTAH, UT  
OQUIRRH MOUNTAIN CHARTER SCHOOL, UT  
PARADIGM HIGH SCHOOL, UT  
PARK CITY SCHOOL DISTRICT, UT  
PINNACLE CANYON ACADEMY, UT  
PIUTE SCHOOL DISTRICT, UT  
PROVIDENCE HALL, UT  
PROVO SCHOOL DISTRICT, UT  
QUAIL RUN PRIMARY SCHOOL, UT  
QUEST ACADEMY, UT  
RANCHES ACADEMY, UT  
REAGAN ACADEMY, UT  
RENAISSANCE ACADEMY, UT  
RICH SCHOOL DISTRICT, UT  
ROCKWELL CHARTER HIGH SCHOOL, UT  
SALT LAKE ARTS ACADEMY, UT  
SALT LAKE CENTER FOR SCIENCE EDUCATION, UT  
SALT LAKE SCHOOL DISTRICT, UT  
SALT LAKE SCHOOL FOR THE PERFORMING ARTS, UT  
SAN JUAN SCHOOL DISTRICT, UT  
SEVIER SCHOOL DISTRICT, UT  
SOLDIER HOLLOW CHARTER SCHOOL, UT  
SOUTH SANPETE SCHOOL DISTRICT, UT

SOUTH SUMMIT SCHOOL DISTRICT, UT  
SPECTRUM ACADEMY, UT  
SUCCESS ACADEMY, UT  
SUCCESS SCHOOL, UT  
SUMMIT ACADEMY, UT  
SUMMIT ACADEMY HIGH SCHOOL, UT  
SYRACUSE ARTS ACADEMY, UT  
THOMAS EDISON - NORTH, UT  
TIMPANOGOS ACADEMY, UT  
TINTIC SCHOOL DISTRICT, UT  
TOOELE SCHOOL DISTRICT, UT  
TUACAHN HIGH SCHOOL FOR THE PERFORMING ARTS,  
UT  
UINTAH RIVER HIGH, UT  
UINTAH SCHOOL DISTRICT, UT  
UTAH CONNECTIONS ACADEMY, UT  
UTAH COUNTY ACADEMY OF SCIENCE, UT  
UTAH ELECTRONIC HIGH SCHOOL, UT  
UTAH SCHOOLS FOR DEAF & BLIND, UT  
UTAH STATE OFFICE OF EDUCATION, UT  
UTAH VIRTUAL ACADEMY, UT  
VENTURE ACADEMY, UT  
VISTA AT ENTRADA SCHOOL OF PERFORMING ARTS  
AND TECHNOLOGY, UT  
WALDEN SCHOOL OF LIBERAL ARTS, UT  
WASATCH PEAK ACADEMY, UT  
WASATCH SCHOOL DISTRICT, UT  
WASHINGTON SCHOOL DISTRICT, UT  
WAYNE SCHOOL DISTRICT, UT  
WEBER SCHOOL DISTRICT, UT  
WEILENMANN SCHOOL OF DISCOVERY, UT

#### **HIGHER EDUCATION**

ARGOSY UNIVERSITY  
BATON ROUGE COMMUNITY COLLEGE, LA  
BIRTHINGWAY COLLEGE OF MIDWIFERY  
BLUE MOUNTAIN COMMUNITY COLLEGE  
BRIGHAM YOUNG UNIVERSITY - HAWAII  
CENTRAL OREGON COMMUNITY COLLEGE  
CENTENARY COLLEGE OF LOUISIANA  
CHEMEKETA COMMUNITY COLLEGE  
CLACKAMAS COMMUNITY COLLEGE  
COLLEGE OF THE MARSHALL ISLANDS  
COLUMBIA GORGE COMMUNITY COLLEGE  
CONCORDIA UNIVERSITY  
GEORGE FOX UNIVERSITY  
KLAMATH COMMUNITY COLLEGE DISTRICT  
LANE COMMUNITY COLLEGE  
LEWIS AND CLARK COLLEGE  
LINFIELD COLLEGE  
LINN-BENTON COMMUNITY COLLEGE  
LOUISIANA COLLEGE, LA

LOUISIANA STATE UNIVERSITY  
LOUISIANA STATE UNIVERSITY HEALTH SERVICES  
MARYLHURST UNIVERSITY  
MT. HOOD COMMUNITY COLLEGE  
MULTNOMAH BIBLE COLLEGE  
NATIONAL COLLEGE OF NATURAL MEDICINE  
NORTHWEST CHRISTIAN COLLEGE  
OREGON HEALTH AND SCIENCE UNIVERSITY  
OREGON INSTITUTE OF TECHNOLOGY  
OREGON STATE UNIVERSITY  
OREGON UNIVERSITY SYSTEM  
PACIFIC UNIVERSITY  
PIONEER PACIFIC COLLEGE  
PORTLAND COMMUNITY COLLEGE  
PORTLAND STATE UNIVERSITY  
REED COLLEGE  
RESEARCH CORPORATION OF THE UNIVERSITY OF  
HAWAII  
ROGUE COMMUNITY COLLEGE



SOUTHEASTERN LOUISIANA UNIVERSITY  
SOUTHERN OREGON UNIVERSITY (OREGON  
UNIVERSITY SYSTEM)  
SOUTHWESTERN OREGON COMMUNITY COLLEGE  
TULANE UNIVERSITY  
TILLAMOOK BAY COMMUNITY COLLEGE  
UMPQUA COMMUNITY COLLEGE  
UNIVERSITY OF HAWAII BOARD OF REGENTS  
UNIVERSITY OF HAWAII-HONOLULU COMMUNITY  
COLLEGE  
UNIVERSITY OF OREGON-GRADUATE SCHOOL  
UNIVERSITY OF PORTLAND  
UNIVERSITY OF NEW ORLEANS  
WESTERN OREGON UNIVERSITY

WESTERN STATES CHIROPRACTIC COLLEGE  
WILLAMETTE UNIVERSITY  
XAVIER UNIVERSITY  
UTAH SYSTEM OF HIGHER EDUCATION, UT  
UNIVERSITY OF UTAH, UT  
UTAH STATE UNIVERSITY, UT  
WEBER STATE UNIVERSITY, UT  
SOUTHERN UTAH UNIVERSITY, UT  
SNOW COLLEGE, UT  
DIXIE STATE COLLEGE, UT  
COLLEGE OF EASTERN UTAH, UT  
UTAH VALLEY UNIVERSITY, UT  
SALT LAKE COMMUNITY COLLEGE, UT  
UTAH COLLEGE OF APPLIED TECHNOLOGY, UT

**STATE AGENCIES**

ADMIN. SERVICES OFFICE  
BOARD OF MEDICAL EXAMINERS  
HAWAII CHILD SUPPORT ENFORCEMENT AGENCY  
HAWAII DEPARTMENT OF TRANSPORTATION  
HAWAII HEALTH SYSTEMS CORPORATION  
OFFICE OF MEDICAL ASSISTANCE PROGRAMS  
OFFICE OF THE STATE TREASURER  
OREGON BOARD OF ARCHITECTS  
OREGON CHILD DEVELOPMENT COALITION  
OREGON DEPARTMENT OF EDUCATION  
OREGON DEPARTMENT OF FORESTRY  
OREGON DEPT OF TRANSPORTATION  
OREGON DEPT. OF EDUCATION  
OREGON LOTTERY  
OREGON OFFICE OF ENERGY  
OREGON STATE BOARD OF NURSING  
OREGON STATE DEPT OF CORRECTIONS  
OREGON STATE POLICE  
OREGON TOURISM COMMISSION  
OREGON TRAVEL INFORMATION COUNCIL  
SANTIAM CANYON COMMUNICATION CENTER  
SEIU LOCAL 503, OPEU  
SOH- JUDICIARY CONTRACTS AND PURCH  
STATE DEPARTMENT OF DEFENSE, STATE OF HAWAII  
STATE OF HAWAII  
STATE OF HAWAII, DEPT. OF EDUCATION  
STATE OF LOUISIANA  
STATE OF LOUISIANA DEPT. OF EDUCATION  
STATE OF LOUISIANA, 26<sup>TH</sup> JUDICIAL DISTRICT ATTORNEY  
STATE OF UTAH

Coun	Description	List Price	Country of Origin	
<b>Central Control Station</b>				
<b>CS-121</b>	<b>Control Station (CS) with Intel Core i5+ computer (CS-121-BB), 500GB Hot-Swappable Hard Drive with Windows 10 (CS-HD-500), 27" LED Monitor (MON-27-001), USB Wired Keyboard &amp; Mouse Combo (KEY-MS-001), Microphone with All-Call Switch (CS-MIC-KIT). Desk Mount configuration. Does NOT include Radio Terminal Unit or SiRcom SMART Alert (SiSA) Software.</b>	\$ 4,422.32	USA	
	CS-1001	CS, Intel Core i5+ Computer with RS232, LPT, and USB support for Legacy Devices.	\$ 4,422.32	USA
	CS-121-M	CS, Mobile, Ruggedized Notebook PC with Win 10, SiSA 3.0+, Integrated RTU/Encoder	\$ 5,338.24	USA
	CS-121-BB	CS, Intel Core i5+ computer. Barebones, no microphone, no hard drive, no software.	\$ 2,352.00	USA
	CS-121-T14W	CS, ALL-IN-ONE Touch Screen, Desk or Wall Mount, 14", White	\$ 3,594.08	USA
	CS-121-T14B	CS, ALL-IN-ONE Touch Screen, Desk or Wall Mount, 14", Black	\$ 3,594.08	USA
	CS-HD-500	CS, Hard Drive, Hot-Swap, 500GB SSD, Pre-installed with Windows 10 with CD	\$ 435.68	USA
	CS-121-KIT-HW	CS, Hardware/Ethernet Comm Server, wall-mountable enclosure	\$ 2,611.84	USA
	CS-121-KIT-IP	CS, IP Radio (2.4/5 Ghz), Comm Server, wall-mountable enclosure	\$ 2,611.84	USA
	CS-121-KIT-RF	CS, UHF/VHF Radio, Comm Server, wall-mountable enclosure, Remote Terminal Unit	\$ 2,611.84	USA
	CS-SISA	CS, Software SiRcom SMART Alert (SiSA) CD with license (2 YEAR), with updates	\$ 5,040.00	USA
	CS-SISA-NAB	CS, NAB, Software SiRcom SMART Alert (SiSA) CD with license (2 YEAR), with updates	\$ 3,360.00	USA
	CS-RM-KIT	CS, Hardware to Rack Mount Computer/Server Chassis	\$ 430.06	USA
	CS-MIC-600-KIT	CS, Microphone with All-Call Switch (Line Replacement) with cable.	\$ 522.37	USA
	KEY-MS-001	CS, Keyboard/Mouse Combo, Ergonomic, Wired, USB	\$ 130.59	USA
	MON-27-001	27" LED backlit Monitor with DVI/HDMI Ports	\$ 503.37	USA
	MON-27-002	27" LED backlit Monitor with DVI/HDMI Ports, Touchscreen	\$ 978.25	USA
MON-40-001	40" LCD Monitor with AV Digital Tuner.	\$ 2,017.71	USA	
<b>Desktop / PA Integration Console</b>				
CS-14-TW	CS, ALL-IN-ONE Touch Screen, Desk or Wall Mount, 14", White	\$ 3,594.08	USA	
CS-14-TB	CS, ALL-IN-ONE Touch Screen, Desk or Wall Mount, 14", Black	\$ 3,594.08	USA	
PA-001-WM	Public Address Integration Module (PA-IM), Wall Mounted with Keypad and LED Screen	\$ 3,146.08	USA	
PA-001-DM	Public Address Integration Module (PA-IM), Desk Mounted with Keypad and LED Screen	\$ 3,175.76	USA	
SICAS-LTE	CloudConnect, 4G-LTE Integration Module. Ethernet, RS232, RS485	\$ 781.70	USA	
SICAS-IIM	Integration module to allow for seamless interoperability with 3rd Party Central Control Units.	\$ 1,706.01	USA	
<b>Electronics</b>				
<b>SPT-1xx</b>	<b>Speaker Tower (SPT), includes requested # of horns (SSH-2) and drivers (SSD-125) with Speaker Cable Kit (PISO-SPKR-KIT-14), SPT Pole Cap (PISO-SPT-154), and 8' SPT Mount (PISO-SPT-155). Complete steel equipment cabinet (SPT-EC-1XX), to include Siren Controller (PISO-SPT-001) with AC/Mains Charger (PISO-PSU-1200-D (Digital Only)), Solar Charger (PISO-SPT-SOL), Audio Amplifiers (PA-11B or ECO-500), and 12v 90 AMP-Hour Battery (BAT-90A). Does NOT include Radio.</b>			
	SPT-102	SPT, 2 Horn/Driver Configuration, 24V, Complete Set	\$ 10,034.08	USA
	SPT-104	SPT, 4 Horn/Driver Configuration, 24V, Complete Set	\$ 11,417.95	USA
	SPT-106	SPT, 6 Horn/Driver Configuration, 24V, Complete Set	\$ 13,893.24	USA
	SPT-108	SPT, 8 Horn/Driver Configuration, 24V, Complete Set	\$ 15,349.24	USA
	SPT-110	SPT, 10 Horn/Driver Configuration, 24V, Complete Set	\$ 17,701.60	USA
	SPT-112	SPT, 12 Horn/Driver Configuration, 24V, Complete Set	\$ 18,210.08	USA
	SPT-102-D	SPT, Digital, 2 Horn/Driver Configuration, 12V, Complete Set	\$ 13,618.08	USA
	SPT-104-D	SPT, Digital, 4 Horn/Driver Configuration, 12V, Complete Set	\$ 17,241.28	USA
	SPT-106-D	SPT, Digital, 6 Horn/Driver Configuration, 12V, Complete Set	\$ 20,059.20	USA
	SPT-108-D	SPT, Digital, 8 Horn/Driver Configuration, 12V, Complete Set	\$ 21,165.76	USA
	SPT-110-D	SPT, Digital, 10 Horn/Driver Configuration, 12V, Complete Set	\$ 25,652.48	USA
	SPT-112-D	SPT, Digital, 12 Horn/Driver Configuration, 12V, Complete Set	\$ 27,394.08	USA
	SPT-116-D	SPT, Digital, 16 Horn/Driver Configuration, 12V, Complete Set	\$ 32,379.20	USA
	SPT-118-D	SPT, Digital, 18 Horn/Driver Configuration, 12V, Complete Set	\$ 34,674.08	USA
	SPT-124-D	SPT, Digital, 24 Horn/Driver Configuration, 12V, Complete Set	\$ 39,490.08	USA
	SPT-130-D	SPT, Digital, 30 Horn/Driver Configuration, 12V, Complete Set	\$ 44,923.20	USA
SPT-136-D	SPT, Digital, 36 Horn/Driver Configuration, 12V, Complete Set	\$ 50,677.76	USA	
<b>SLA-4-xxx</b>	<b>Speaker Line Array (SLA), includes requested # of Line Arrays (LAS-XX) with Speaker Cable Kit (PISO-SPKR-KIT-16). Complete steel equipment cabinet (SPT-EC-1XX), to include Siren Controller (PISO-SPT-001) with, Solar Charger (PISO-SPT-SOL), Audio Amplifier (PA11-D), and 12v 90 AMP-Hour Battery (BAT-90A). Does NOT include Radio.</b>			
	SLA-4-030	SLA, Digital, 4 LAS-30 Line Arrays, PA-11D, Complete Set	\$ 25,652.48	USA
	SLA-4-060	SLA, Digital, 4 LAS-60 Line Arrays, PA-11D, Complete Set	\$ 27,394.08	USA
	SLA-4-120	SLA, Digital, 4 LAS-120 Line Arrays, PA-11D, Complete Set	\$ 32,379.20	USA

SPT-EC-1xx	Complete steel equipment cabinet (SPT-EC-1xx), to include Siren Controller (PISO-SPT-001) with AC/Mains Charger (PSU-1200-D), Solar Charger (PISO-SPT-SOL), Audio Amplifiers (ECO-500), and 1x 12v 90 AMP-Hour Battery (BAT-90A). Does NOT include Horns, Drivers, Radio.			
	SPT-EC-102-D	SPT, Digital, Equipment Cabinet Only, 2 Horn/Driver Configuration, 12V	\$ 7,342.72	USA
	SPT-EC-104-D	SPT, Digital, Equipment Cabinet Only, 4 Horn/Driver Configuration, 12V	\$ 8,440.32	USA
	SPT-EC-106-D	SPT, Digital, Equipment Cabinet Only, 6 Horn/Driver Configuration, 12V	\$ 9,916.48	USA
	SPT-EC-108-D	SPT, Digital, Equipment Cabinet Only, 8 Horn/Driver Configuration, 12V	\$ 11,192.16	USA
BPKIT-1xx	Steel plate kit with mounted electronics (BP-KIT-1xx), to include Siren Controller (PISO-SPT-001) with AC/Mains Charger (PSU-1200-D), Solar Charger (PISO-SPT-SOL), Audio Amplifiers (PA11b or ECO-500). Does NOT include Horns, Drivers, Radio.			
	BPKIT-108	BPKit, Analog, Equipment Cabinet Only, 8 Horn/Driver Configuration, 24V	\$ 6,992.61	USA
	BPKIT-108-D	BPKit, Digital, Equipment Cabinet Only, 8 Horn/Driver Configuration, 12V	\$ 9,285.92	USA
MST-1xx	Pre-Assembled Mobile Speaker Tower (MPT), includes requested # of horns (PISO-HORN-KIT) and drivers (PISO-DRIVER-KIT) with Speaker Cable Kit (PISO-SPKR-KIT) on trailer telescoping arm. Complete steel equipment cabinet (SPT-EC-1xx), to include Siren Controller (PISO-SPT-001) with AC/Mains Charger (PISO-SPT-AC), Solar Charger (PISO-SPT-SOL), Audio Amplifiers (ECO-500), and 1x 12v 90 AMP-Hour Battery (BAT-90A). MST is mounted on 7' x 12' towable trailer (MST-TRLR), with 4000 Watt Generator (MST-GEN) and Sharp 240 WATT Solar Panel (SOL-240). Does NOT include Radio.			
	MST-102	MST, Digital, 2 Horn/Driver Configuration, 12V, Complete Set	\$ 38,540.32	USA
	MST-104	MST, Digital, 4 Horn/Driver Configuration, 12V, Complete Set	\$ 41,376.16	USA
	MST-106	MST, Digital, 6 Horn/Driver Configuration, 12V, Complete Set	\$ 44,758.56	USA
	MST-108	MST, Digital, 8 Horn/Driver Configuration, 12V, Complete Set	\$ 49,222.88	USA
<b>Siren Line Items / Spare Parts</b>				
PSIO SPT COMPONENTS	SSH-2	KIT, HORN REPLACEMENT, 1 PAIR WITH COVER, SCREWS	\$ 1,058.40	Germany
	SSD-125	KIT, DRIVER REPLACEMENT, 1 DRIVER, 125 WATTS	\$ 420.00	Germany
	LAS-30	KIT, LINE ARRAY SPEAKER, 30 WATT, 70V, 100V, 10-20-30 WATT TAPS	\$ 1,344.00	USA
	LAS-60	KIT, LINE ARRAY SPEAKER, 30 WATT, 70V, 100V, 20-40-60 WATT TAPS	\$ 2,016.00	USA
	LAS-120	KIT, LINE ARRAY SPEAKER, 30 WATT, 70V, 100V, 40-60-120 WATT TAPS	\$ 2,688.00	USA
	SPT-CABLE-KIT-14	KIT, CABLE, MARINE AUDIO, 2-CONDUCTOR, 14 AWG, 100'	\$ 246.40	USA
	SPT-CABLE-KIT-16	KIT, CABLE, MARINE AUDIO, 2-CONDUCTOR, 16 AWG, 100'	\$ 207.20	USA
	PISO-RS232	SPT, SIREN RS232 INTERCONNECTION MODULE	\$ 1,552.86	USA
	PISO-RS232-PA	SPT, SIREN RS232 INTERCONNECTION MODULE, WAVES COMPATIBILITY	\$ 1,690.57	USA
	PISO-SPT-SOL	SPT, SOLAR CHARGER, 12-48V	\$ 341.91	USA
	PISO-SPT-001	SPT, SIREN CONTROLLER (LID) KEYPAD WITH POWER SUPPLY	\$ 4,897.20	USA
	SYCON-S	SPT, DIGITAL SIREN CONTROLLER WITH TOUCH SCREEN INTERFACE	\$ 4,663.32	USA
	ECO-450	SPT, AUDIO AMPLIFIER, 450 WATT, CLASS D, DIGITAL	\$ 2,237.39	Germany
	ECO-500	SPT, AUDIO AMPLIFIER, 500 WATT, CLASS D, DIGITAL	\$ 2,237.39	Germany
	PA-11-B	SPT, AUDIO AMPLIFIER, 450 WATT, ANALOG	\$ 1,721.44	Germany
	PA-11-D	SPT, AUDIO AMPLIFIER, 450 WATT, DIGITAL, INTEGRATED CONTROLLER	\$ 3,961.44	Germany
	PA-12	SPT, AUDIO AMPLIFIER, 500 WATT, DIGITAL, INTEGRATED CONTROLLER, SOLAR, MAINS	\$ 5,547.36	Germany
	PSU-1200-D	SPT, AC/MAINS POWER SUPPLY, 1200 WATT	\$ 1,612.95	Germany
	PISO-BLE	SPT, BLUETOOTH LOW ENERGY DIAGNOSTICS AND ACTIVATION MODULE	\$ 682.64	USA
	PISO-SPT-055	SPT, PEDESTAL/STAND, FLOOR MOUNT KIT	\$ 935.20	USA
	PISO-SPT-154	SPT, MOUNT, POLE CAP, WELDMENT	\$ 778.40	USA
	PISO-SPT-155	SPT, MOUNT, HORN MAST, WELDMENT, 8' MAST	\$ 1,114.40	USA
	PISO-SPT-156	SPT, MOUNT, HORN MAST, WELDMENT, 15' MAST	\$ 1,532.68	USA
PSIO-SPT-50ST	SPT, STEEL POLE, 45-55', SURFACE MOUNT OR DIRECT BURY, CUSTOM MOUNTING	\$ 1,445.92	USA	
PISO-SPT-157	SPT, MOUNT, SIDE OF WOODEN POLE/COMM TOWER	\$ 2,719.61	USA	
PISO-SPKR-KIT	KIT, BULK, MARINE AUDIO CABLE, 2 CONDUCTOR, 14 AWG, 400'	\$ 912.80	USA	
<b>Indoor Mass Notification System and Public Address</b>				
ISU-010	ISU, INTEGRATED SPEAKER UNIT, 450 WATTS, 70/100V, INTEGRATED BATTERY, IP FIRMWARE	\$ 4,463.20	USA	
ISU-010-VHF	ISU, INTEGRATED SPEAKER UNIT, 450 WATTS, 70/100V, INTEGRATED BATTERY, VHF FIRMWARE WITH HARNESS	\$ 4,602.08	USA	
BEA-007	DISPLAY, 7", ALERT RECEIVER OR TRANSMITTER, WALL MOUNTABLE WITH HARDWARE	\$ 1,163.46	USA	
BEA-010	DISPLAY, 10", ALERT RECEIVER OR TRANSMITTER, WALL MOUNTABLE WITH HARDWARE	\$ 1,555.23	USA	
BEA-023-BA	DISPLAY, 23", BANNER, DIGITAL CLOCK OR EMERGENCY ALERT, WALL MOUNTABLE WITH HARDWARE	\$ 2,558.19	USA	
SPK-CEIL	SPEAKER, INDOOR, 2-6 WATT USER CONFIGURABLE, CEILING MOUNTED	\$ 109.22	USA	
SPK-WALL	SPEAKER, INDOOR, 3-15 WATT USER CONFIGURABLE, WALL MOUNTED	\$ 135.34	USA	
SPK-HORN	SPEAKER, HORN, INDOOR/OUTDOOR, 10-30 WATT USER CONFIGURABLE, WALL MOUNTED	\$ 186.39	USA	
SPK-HORN-60	SPEAKER, HORN, INDOOR/OUTDOOR, 30-60 WATT USER CONFIGURABLE, WALL MOUNTED	\$ 444.64	USA	
SPK-CEIL-IP	IP SPEAKER, INDOOR, 2-6 WATT USER CONFIGURABLE, CEILING MOUNTED, POE, INTEGRATED AMPLIFIER	\$ 109.22	USA	
SPK-WALL-IP	IP SPEAKER, INDOOR, 3-15 WATT USER CONFIGURABLE, WALL MOUNTED, POE, INTEGRATED AMPLIFIER	\$ 135.34	USA	
SPK-HORN-IP	IP SPEAKER, HORN, INDOOR/OUTDOOR, 10-30 WATT USER CONFIGURABLE, WALL MOUNTED, POE, INTEGRATED	\$ 186.39	USA	
SPK-HORN-60-IP	IP SPEAKER, HORN, INDOOR/OUTDOOR, 30-60 WATT USER CONFIGURABLE, WALL MOUNTED, POE, INTEGRATED	\$ 444.64	USA	
STRB-001	STROBE, INDOOR/OUTDOOR, AMBER/RED/BLUE/CLEAR	\$ 106.85	USA	
SPT-STRB-A	SPEAKER, INDOOR, 3-15 WATT USER CONFIGURABLE, WITH STROBE, AMBER LENS, 70V OR 100V	\$ 188.76	USA	

SPT-STRB-R	SPEAKER, INDOOR, 3-15 WATT USER CONFIGURABLE, WITH STROBE, RED LENS, 70V OR 100V	\$ 188.76	USA
SPT-STRB-B	SPEAKER, INDOOR, 3-15 WATT USER CONFIGURABLE, WITH STROBE, BLUE LENS, 70V OR 100V	\$ 188.76	USA
SPT-STRB-C	SPEAKER, INDOOR, 3-15 WATT USER CONFIGURABLE, WITH STROBE, CLEAR LENS, 70V OR 100V	\$ 188.76	USA
ISU-010-LI	BATTERY PACK REPLACEMENT FOR ISU-010	\$ 729.12	USA
<b>Accessories</b>			
SOL-120	ACCESSORY, SOLAR PANEL, 120 WATTS w/MOUNTING KIT	\$ 665.28	USA
SOL-240	ACCESSORY, SOLAR PANEL, 240 WATTS w/MOUNTING KIT	\$ 771.68	USA
TAB-2017	ACCESSORY, TOUCH SCREEN, PRE-LOADED WITH ICAS SOFTWARE FOR LOCATION ACTIVATION	\$ 593.60	USA
BAT-100A	ACCESSORY, BATTERY, 12V, 100-AMP-HOUR, AGM	\$ 415.52	USA
BAT-100A-LI	ACCESSORY, BATTERY, 12V, 100-AMP-HOUR, LITHIUM	\$ 1,535.52	USA
MST-TRLR	ACCESSORY, TRAILER, 7' x 12' TOWABLE	\$ 11,872.00	USA
MST-GEN	ACCESSORY, GENERATOR, 4000 WATT, AUTO-SENSING	\$ 2,374.40	USA
MST-MC	ACCESSORY, MOTORIZED CRANK UPGRADE FOR MST	\$ 977.07	USA
OL-FAA	ACCESSORY, OBSTRUCTION LIGHTING, CHOICE OF RED, BLUE, YELLOW, GREEN	\$ 497.44	USA
GDD-PSIO-070A	ACCESSORY, SENSOR, INDOOR GUNSHOT DETECTION DEVICE	\$ 3,680.32	USA
SPL-PSIO-080A	ACCESSORY, AUDIO SOUND PRESSURE LEVEL (SPL) MEASUREMENT	\$ 1,305.92	USA
EDS-PSIO-090A	ACCESSORY, LOCALIZED EARTHQUAKE DETECTION SYSTEM	\$ 4,998.11	USA
SPT-DMS-100-4-TTS	ADDITIONAL MESSAGES, 10 CUSTOM MESSAGES, TTS	\$ 209.44	USA
SPT-DMS-100-4	ADDITIONAL MESSAGES, 20 CUSTOM MESSAGES, STUDIO RECORDED	\$ 545.44	USA
<b>Radio/Telecommunication</b>			
RAD-VHF	RADIO, VHF, WITH WIRING KIT, 13.8V	\$ 1,102.08	USA
RAD-UHF	RADIO, UHF, WITH WIRING KIT, 13.8V	\$ 1,102.08	USA
RAD-IP	RADIO, IP (2.4/5 GHZ) UNLICENSED, 12V	\$ 2,611.84	USA
ANT-UHF-DIR	ANTENNA, UHF, DIRECTIONAL, HIGH-GAIN, LONG-HAUL	\$ 1,288.00	USA
ANT-UHF-OMNI	ANTENNA, UHF, OMNI-DIRECTIONAL, HIGH-GAIN, LONG-HAUL	\$ 781.76	USA
ANT-VHF-DIR	ANTENNA, VHF, DIRECTIONAL, HIGH-GAIN, LONG-HAUL	\$ 1,288.00	USA
ANT-VHF-OMNI	ANTENNA, VHF, OMNI-DIRECTIONAL, HIGH-GAIN, LONG-HAUL	\$ 781.76	USA
ANT-IP-DIR	ANTENNA, 2.4/5 GHZ, DIRECTIONAL	\$ 254.06	USA
ANT-IP-OMNI	ANTENNA, 2.4/5 GHZ, OMNI-DIRECTIONAL	\$ 264.75	USA
ANT-CABLE-KIT-400	ANTENNA, CABLE, LMR-400, 100' WITH N-TYPE CONNECTORS	\$ 201.60	USA
ANT-CABLE-KIT-600	ANTENNA, CABLE, LMR-600, 100' WITH N-TYPE CONNECTORS	\$ 257.60	USA
<b>Labor/Services</b>			
CN-PRGM-MGR	LABOR, HOURLY, PROGRAM MANAGER	\$ 123.20	
CN-TECH-PM	LABOR, HOURLY, PROJECT MANAGER	\$ 107.52	
CN-TECH-FE	LABOR, HOURLY, ENGINEERING TECHNICIAN V	\$ 82.88	
CN-TECH-CAD	LABOR, HOURLY, CAD TECHNICIAN	\$ 66.08	
CN-TECH-ELEC-III	LABOR, HOURLY, INSTALLATION TECHNICIAN III	\$ 76.16	
CN-TECH-ELEC-II	LABOR, HOURLY, INSTALLATION TECHNICIAN II	\$ 63.84	
CN-TECH-ELEC-I	LABOR, HOURLY, INSTALLATION TECHNICIAN I	\$ 53.76	
CN-TECH-WRIT	LABOR, HOURLY, TECHNICAL WRITER	\$ 62.50	
CN-WORD-PRO	LABOR, HOURLY, WORD PROCESSOR	\$ 31.65	
CN-TECH-LOG	LABOR, HOURLY, LOGISTICIAN III	\$ 63.82	
CN-TECH-FE-HZ	LABOR, HOURLY, FIELD ENGINEER, HAZARDOUS AREAS	\$ 199.36	
CN-TECH-PM	LABOR, HOURLY, PROJECT MANAGER, HAZARDOUS AREAS	\$ 219.52	
CN-TECH-ELEC-HZ	LABOR, HOURLY, INSTALLATION TECHNICIAN, HAZARDOUS AREAS	\$ 165.87	
CN-CERT-OP	TRAINING, PER STUDENT, SIRCOM SMART ALERT OPERATOR	\$ 1,120.00	
CN-CERT-ADMIN	TRAINING, PER STUDENT, SIRCOM SMART ALERT ADMINISTRATOR, INCLUDES OPERATOR TRAINING	\$ 1,609.44	
CN-CERT-IBP	TRAINING, PER STUDENT, SIRCOM BEST PRACTICES & SUSTAINMENT TRAINING	\$ 1,609.44	
CN-CERT-CIT	TRAINING, PER STUDENT, SIRCOM CERTIFIED INSTALLATION TECHNICIAN	\$ 1,609.44	
CN-CERT-SME	TRAINING, PER STUDENT, SIRCOM CERTIFIED SUBJECT MATTER EXPERT, INCLUDES ALL COURSES	\$ 4,409.44	



# SiRcom

An Emergency Mass Notification System Solution

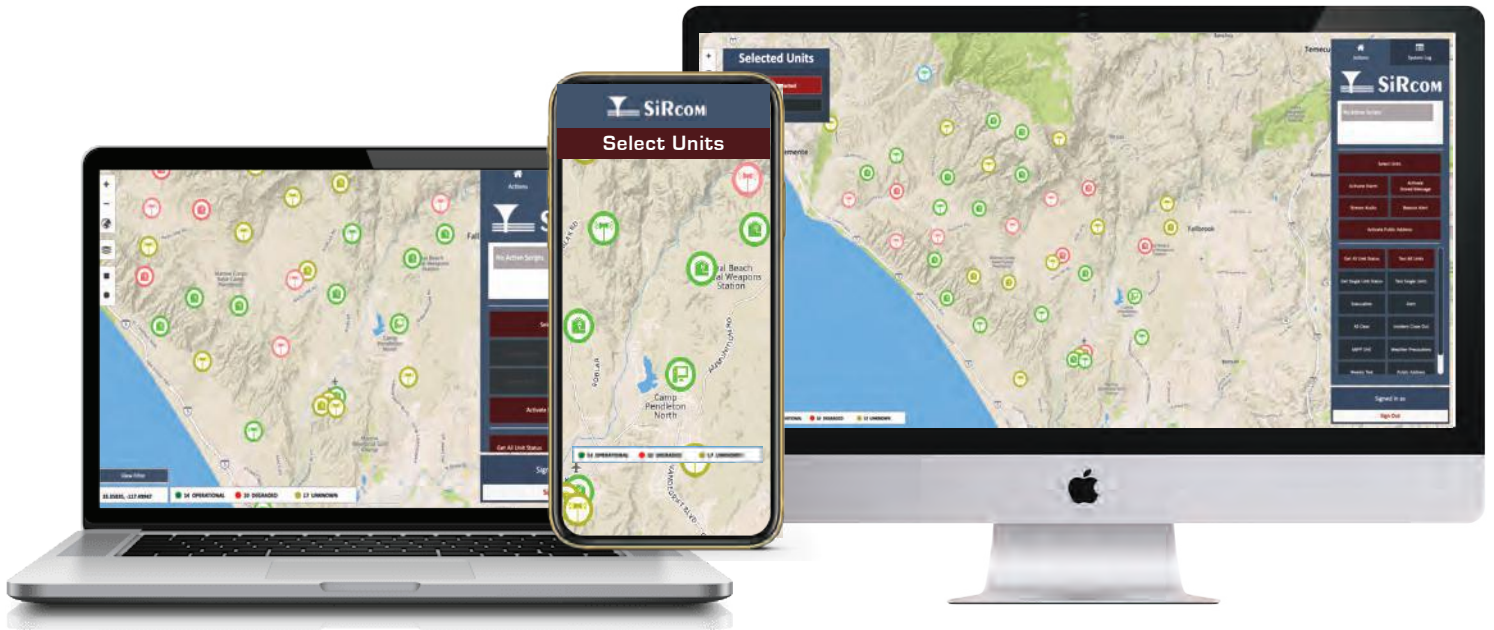
A large graphic featuring a city skyline in shades of grey and blue. Overlaid on the skyline is a target symbol composed of three concentric white circles. In the center of the innermost circle, the word "ALERT" is written in a bold, blue, sans-serif font.

**ALERT**

Making A Difference Through  
**LIFE-SAVING TECHNOLOGY**



## SiRcom SMART ALERT ("SiSA") SOFTWARE



# PROVEN MODERN DAY SOLUTION FOR TOMORROW'S THREATS



# RELIABLE | SECURE | INSTANT

## SiRcom SMART ALERT ("SiSA") SOFTWARE

SiSA is a state-of-the-art most scalable and upgradeable software program that utilizes a 21st century graphical user interface (GUI) to provide you with beautiful, feature-rich Command & Control (C2) capabilities.

It was developed to integrate in with all legacy and modern Electronic Security and Mass Notification Systems. SiSA is designed to give you ultimate control of how you view information about your system. Our GUI provides detailed information about the system, exact GIS data, zoom-able maps, satellite view, and street names in multiple languages.

SiSA can provide real-time systems information for all of your ESS and MNS points. The information includes battery and solar voltage and efficiency, AC/Mains line status, real-time driver and amplifier status, intrusion detection and much more. While SiSA is ready off-the-shelf, it is easily customizable to your exact needs, to include custom Input-Output (IO) functionality.

SiSA is truly the most modern electronic backbone to all of the modern (to include legacy) hardware for ESS and MNS. It was developed utilizing machine learning and it will be able to grow and upgrade with any client of any size. SiSA is limitless in its ability to integrate with even the most complex systems.

## FLEXIBLE OPTIONS

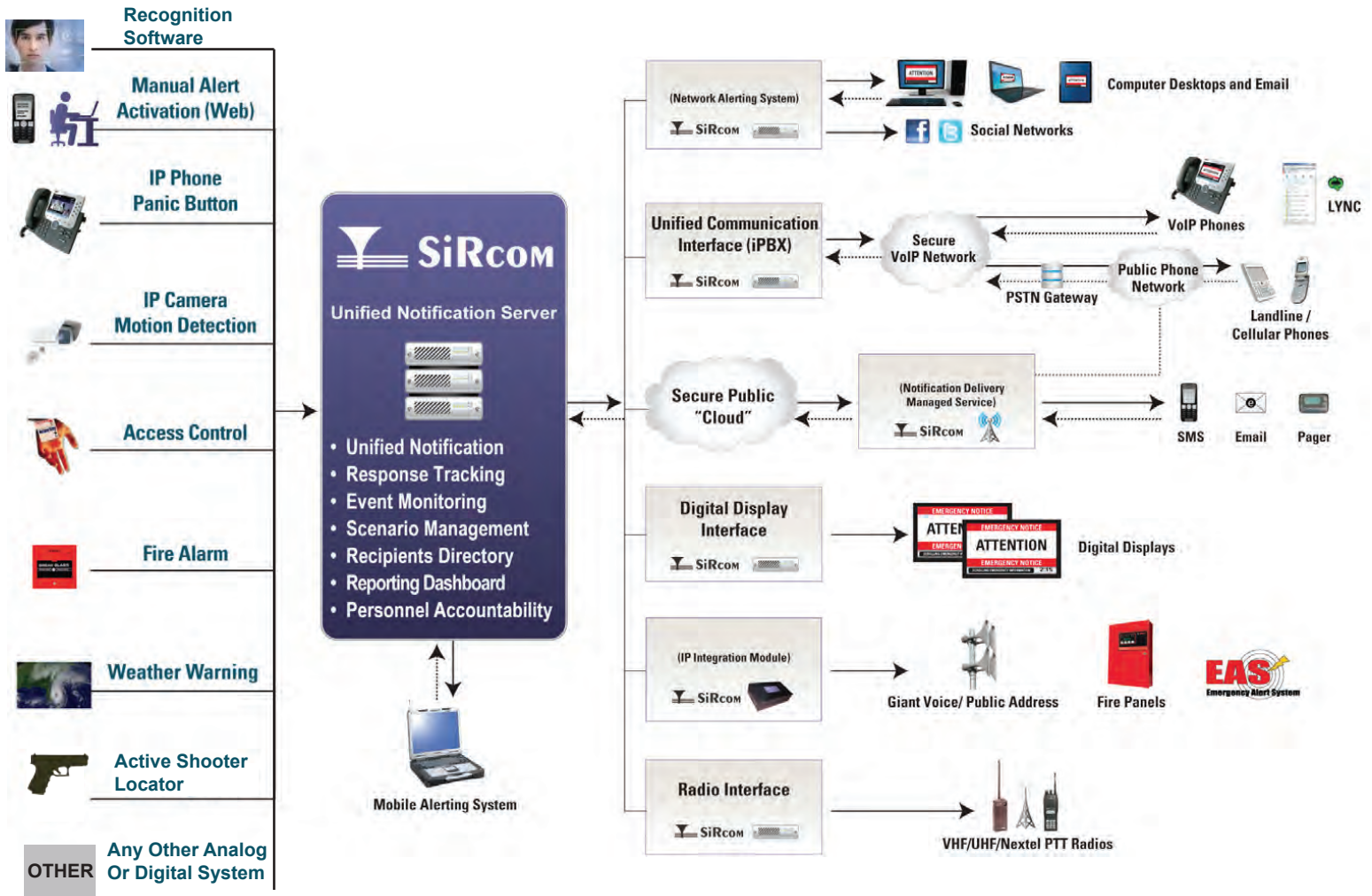
ON-PREMISE SERVER



ON-PREMISE SERVER



## INTEGRATES IN WITH ALL TECHNOLOGIES



## LIMITLESS OPTIONS

TEXT ALERT

VoIP INTEGRATION

CCTV INTEGRATION

EMAIL ALERT

GIANT VOICE

ACCESS CONTROL

PA SYSTEM ALERT

ALERT PANELS

FACE RECOGNITION

SCREEN TAKEOVER

PANIC BUTTONS

ACTIVE SHOOTER



## GRAPHIC USER INTERFACE (GUI)



## FULLY COMPLIANT SYSTEM

**ADA**  
Americans with  
Disabilities Act



## REAL-TIME MONITORING OF ASSETS

### Degraded Status

Siren  
Siren 3

Address 3	Status Degraded	Comm OK
Mains BAD	Battery 12.7v	Solar 24.1v
Door Closed	Amps 2/2 OK	Drivers 8/8 OK

Selected Units

Clear All Selected

Siren 5 (5)

San Clemente

View Filter

33.5039, -117.68726

18 OPERATIONAL 10 DEGRADED 13 UNKNOWN

### Operational Status

Siren  
Siren 14

Address 14	Status Operational	Comm OK
Mains OK	Battery 12.1v	Solar 24.2v
Door Closed	Amps 2/2 OK	Drivers 8/8 OK



## INTUITIVE SIMPLE MENU

### Selected Units

Clear All Selected

- Siren 1 (1)
- Siren 2 (2)
- Siren 3 (3)
- Siren 11 (11)
- Siren 14 (14)
- Siren 15 (15)
- Bldg 22 (22)
- Bldg 25 (25)
- Bldg 29 (29)
- Bldg 30 (30)
- Bldg 33 (33)
- Bldg 35 (35)
- Bldg 37 (37)

Home Actions System Log

# SiRcom

No Active Scripts

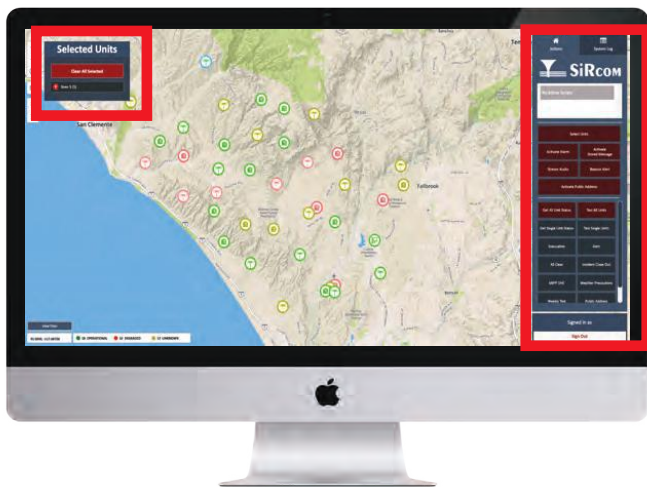
Select Units

- Activate Alarm
- Activate Stored Message
- Stream Audio
- Beacon Alert
- Activate Public Address

- Get All Unit Status
- Test All Units
- Get Single Unit Status
- Test Single Units
- Evacuation
- Alert
- All Clear
- Incident Close Out
- MIPP Drill
- Weather Precautions

Signed in as

Sign Out



## EASY SELECT ACTION MENUS

Message to send to Beacons:

Message:

Title

Message

Color Scheme:

Emergency

Cancel SEND

Choose Stored Message

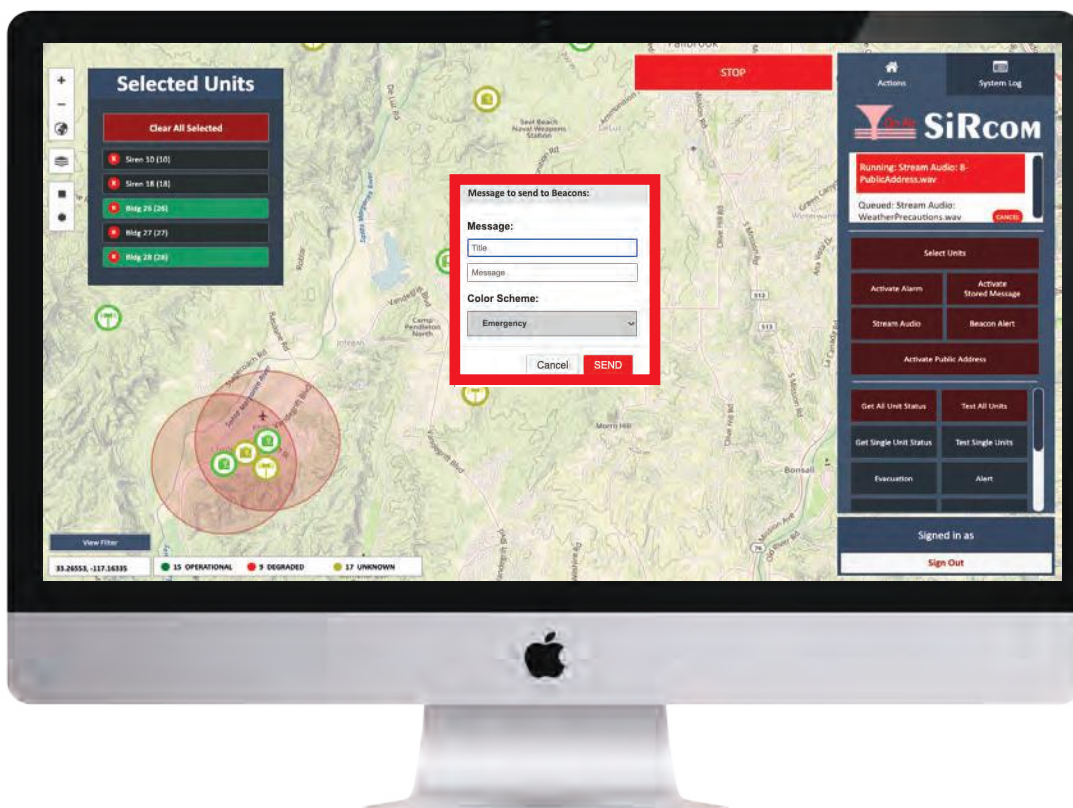
Stored Message:

1 (Intrusion Detected)

Repeat Count:

0

Cancel ACTIVATE





## UNIFIED MANAGEMENT CAPABILITY

Mobile Devices Push Alert



Outdoor Speakers



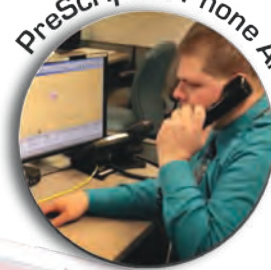
Cable TV Override



Desktop Alert



PreScripted Phone Alert



Response Unit Activation



AUTO CCTV FEED  
TO MAIN SCREEN



AUTO ALERT TO  
ADMIN USERS



AUTO IDENTIFY ALL  
ACCESS POINTS



### INSTANT ALERT IDENTIFIED