

City of Carson, CA

Emergency Operations Center – E.O.C.

New System Delivery Proposal Response

Johnson Controls Inc. - Complex Security Solutions



June 24, 2024

Presented to:

The City of Carson, California
Nora A. Garcia
Emergency Services Manager

Submitted by:

Mark Thummel and John Kalinin
Account Executives-Building Solutions NA
(702) 664-9100
mark.a.thummel@jci.com

Table of Contents

1	JOHNSON CONTROLS, INC. - PROPOSAL RESPONSE	3
2	SOURCEWELL CERTIFICATION / CONFIRMATION	4
3	SUBCONTRACTOR INFORMATION	6
4	COST PROPOSAL – SOURCEWELL PRICE CERTIFICATION	7
5	BILL OF MATERIALS	8

1. Johnson Controls Inc. - Proposal Response

Johnson Controls is pleased to provide the following proposal outlining the materials, services, and pricing for the Emergency Operations Center – Audio Visual Systems. No additional documents or addendums are acknowledged in this scope.

This proposal provides a list of materials for a new Audio-Visual System for the City of Carson City Hall - Emergency Operations Center. This project is based on Sourcewell cooperative purchasing agreements which satisfies the City of Carson's purchasing requirements.

Johnson Controls has a deep history of being a security solutions provider for hundreds of municipalities nationwide. We have an appreciation for the work that local city leaders do, the challenges they face, and we are proud to serve as the preferred security solutions provider for so many cities, townships, and others.

This proposal is being submitted by John Kalinin and Mark Thummel for your review and consideration. Part of the management team for this account includes Andrew Krynen. Andrew is authorized to contract with the City of Carson on behalf of Johnson Controls Inc.

Johnson Controls Inc. has locations throughout the state of California, and we are in good standing with the California Secretary of State. Additional information about JCI includes:

Name of Company	Johnson Controls Inc.
Corporate Address	Corporate Headquarters 5757 N. Green Bay Ave. Milwaukee, WI 53209
Form of Ownership	C Corp.
Number of Employees	Johnson Controls Security Inc. has approximately 10,400 employees. Johnson Controls International plc has a global team of approximately 105,000 employees.
FEIN	39-0380010
DIR – Prevailing Wage	100000593
Description of Business	Johnson Controls Inc, a unit of Johnson Controls International plc, is the security industries' leading systems integrator in North America and has been doing business in the United States since 1874.

The contents of this proposal(s) in their entirety are presented solely, as representation of our development, design, and delivery capabilities. The entire contents of this document are confidential may not be disclosed, copied to any other document, or distributed, without sole written permission by an authorized Johnson Controls, Inc. representative.

2. Sourcwell Certification / Confirmation

DocuSign Envelope ID: B165C805-7028-4889-8648-65E5D32BB6E4



CONTRACT AMENDMENT PRICE AND PRODUCT CHANGE REQUEST FORM

Supplier Name: Tyco Integrated Fire & Security dba Johnson Controls

Sourcwell Contract Number: 030421-TIS (Contract)

Instructions

A request for product or service changes, additions, or deletions to the Contract will be considered at any time throughout the Contract term. All modifications must be within the scope of the original RFP and be in the best interests of Sourcwell and Sourcwell Participating Entities. If approved, the request will be incorporated into the above-referenced contract; however, no changes will be binding unless the request is approved by the Manager of Supplier Development and this request is signed by Sourcwell's Chief Procurement Officer.

Additions: New products and related services may be added to the contract if they are within the scope of the original RFP.

Deletions: Products and related services may be deleted from the contract if they are no longer available.

Price increases: Price increase requests must provide sufficient justification for the change (e.g., recently imposed tariffs or significant petroleum cost increases), not merely generalized statements requesting the increase.

Price decreases: Price decreases are accepted at any time.

Submit this request to the assigned Sourcwell Supplier Development Administrator.

Request

Check all that apply

- Adding Products/Services
- Deleting Products/Services
- Price Increase
- Price Decrease
- Other

Detailed Justification for Changes

1. *Changed Product List*

List the products and/or services that are changing from the previous contract price list, along with the percentage change for each item or category. Attach a separate sheet if a large number of changes are included in this request.

Updating list of approved suppliers from what was listed in the original RFP response.

DocuSign Envelope ID: B165C805-7028-4889-8648-65E5D32BB6E4

2. Justification for Changes

Provide justification and documentation explaining the requested changes (e.g., add a product because of technology advances in new model of equipment, increased raw material costs, add a Hot List of products). Include the percentage range of increase.

All Suppliers provide Security and or Fire related products

3. Product additions only

Describe how the product additions fit within the scope of the original RFP.

All Suppliers provide Security and or Fire related products

4. Price changes or product/service additions only

State how the requested pricing is consistent with current Sourcwell contract pricing.

There is no change to the current pricing methodology.

Complete Restatement of Pricing Submitted

I understand that a complete restatement of pricing must be attached with this request or it will not be processed.

Approvals

Supplier Offer:

This Price and Product Change Request has been submitted for review to be considered as an amendment to the above referenced Contract.

By: Thomas Staves 12/07/2023
 Supplier Authorized Signature Date

Thomas Staves
 Print Name and Title of Authorized Signer

Sourcwell Acceptance:

Sourcwell accepts Supplier's offer in this Price and Product Change Request. By Sourcwell's signature below, this document becomes an amendment to the above referenced Contract and incorporates all referenced attachments into this Amendment.

DocuSigned by:
 By: Jeremy Schwartz 12/18/2023 | 9:50 PM CST
 Jeremy Schwartz Date
 Sourcwell Chief Procurement Officer

3. Subcontractor Information

Johnson Controls Inc. Response:

Johnson Controls Inc will use AVI-SPL Security as a sub-contractor for this proposal, and we have worked closely we are completely aligned in delivering the highest standards of delivery excellence. The following is information about AVI-SPL Security, plus a copy of their executive summary.

Business Name: AVI-SPL

Contractors License Number: 47QTCA21A002G

Entity: LLC

Expiration Date: 07/31/2024

All subcontractors are required to submit verification that any of their employees who may perform work at a customer jobsite have undergone drug screening and background checks. When using subcontractors, Johnson Controls always maintains ownership of the project and interacts directly and consistently with the subcontractor to coordinate installations. Every Installation performed by a subcontractor is evaluated and certified by a Johnson Controls field service technician to ensure quality standards are met.

4. Cost Proposal - Sourcewell Price Certification

Johnson Controls Inc. submits the following pricing for your review and consideration:

This Proposal is in Compliance with Sourcewell
Contract# 030421-TIS

The following is the link to the Sourcewell site for the Johnson Controls, Inc. contract.

<https://www.sourcewell-mn.gov/cooperative-purchasing/030421-TIS>

As noted in the Sourcewell Contract on page 1 item 2, under the Equipment, Products or Services description, this contract includes installation as part of the services for the delivery of this system.

"2. EQUIPMENT, PRODUCTS, OR SERVICES A. EQUIPMENT, PRODUCTS, OR SERVICES. Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract."

Material Only	
Material: Includes systems material (including wire), hardware, switches, relays, terminal blocks, connectors, and misc. hardware for a complete, operational system. <i>***Local, State, Taxes are included in price***</i>	\$ 755,039.47
Preventative Service Agreement / Extended Warranty	
PSA / Extended Warranty: Includes a 5 year for service agreement, documentation, software, application and programming upgrades, technical support, misc. material, equipment replacement, testing, ongoing preventative maintenance inspections, and extended training.	\$ 267,282.28
Total Investment: Material / PSA / Extended Warranty	\$ 1,022,321.75

5. Bill of Materials

Mfg.	Description	Qty.
Main Wall Displays		
SAMSUNG	IAB 110" 2K - Wall Displays, LED, 1.26M, 640X360 PIXELS, 1600 NITS, 219 LB 109.3"DIA INDO	3
SIDE DISPLAYS		
SAMSUNG	LCD, 55" COMMERCIAL 4K UHD DISPLAY, 700 NIT	2
PREMIER MOUNTS	MOUNT, UNIVERSAL REDUCED DEPTH FLAT WALL FOR 42-63" (BLACK)	2
VIDEO WALL PROCESSOR - 40 IN and 8 OUT		
RGB SPECTRUM	GO56A CHASSIS, WIN10, 2x MD-4H-4, 10x IP4K-E, Raid, Plus, Un	1
RGB SPECTRUM	CABLE RETENTION BRACKET FOR GO IP4K AND IP4K-E CARDS	10
RGB SPECTRUM	ADAPTER, MINI HDMI TO HDMI	40
RGB SPECTRUM	BRACKET, CABLE RETENTION FOR GO MD-4H-4 CARD	2
RGB SPECTRUM	TRANSMITTER, SINGLE CHANNEL CAT-LINX 3 CATX	40
RGB SPECTRUM	RECEIVER, SINGLE CHANNEL CAT-LINX 3 CATX	40
RGB SPECTRUM	SHELF, 6RU FOR UP TO 10 CAT-LINX 2 UNITS	5
RGB SPECTRUM	POWER SUPPLY, 12 PORTS @ 12VDC/25W PER PORT, 400W FULL LOAD	4
RGB SPECTRUM	BRACKET, TABLE OR WALL FOR A SINGLE CAT-LINX 2 OR ZIO ENDPOI	40
COMPREHENSIVE VIDEO	CABLE, 6' ULTRA HIGH SPEED 8K 48G HDMI, BLACK	80
SOURCES		
CLIENT PROVIDED	OFE - DELL INSPIRON 27" ALL IN ONE (Owner Furnished Equipment)	33
CLIENT PROVIDED	OFE - GUEST LAPTOPS WITH HDMI OUTPUT (Owner Furnished Equipment)	2
CLIENT PROVIDED	OFE - CABLE TV RECEIVER WITH HDMI OUTPUT (Owner Furnished Equipment)	1
CLIENT PROVIDED	OFE - INTERNET FEED FOR NEWS STATIONS (Owner Furnished Equipment)	2
COMPREHENSIVE VIDEO	CABLE, 6' ULTRA HIGH SPEED 8K 48G HDMI, BLACK	3
AUDIO/CONTROL SYSTEM		
QSC	SYSTEM, UNIFIED SERIES CORE W/ 24 LOCAL I/O CHANNELS, 1RU	1
QSC	SOFTWARE LICENSE, Q-SYS DANTE 32x32 CHANNEL, PERPETUAL	1
QSC	SOFTWARE LICENSE, Q-SYS CORE 110 UCI DEPLOYMENT, PERPETUAL	1
Mfg.	Description	Qty.

QSC	SOFTWARE LICENSE, Q-SYS CORE 110 SCRIPTING ENGINE, PERPETUAL	1
QSC	Q-SYS PERIPHERAL PROVIDING CONTROL EXPANSION W/1IR RCV/4IR E	1
QSC	NETWORK I/O EXPANDER, 4 SERIAL COMMUNICATION I/O	1
QSC	TRAY, RACK MOUNT AND BALNKING PANELS, UP TO 4 UNITS	1
QSC	CONTROLLER, 10.1" TOUCH PANEL FOR IN-WALL MOUNT, BLACK	1
QSC	TABLETOP MOUNTING ACCESSORY FOR TSC-70-G3 / TSC-101W-G3	1
APPLE COMPUTER	IPAD PRO, 11", 128GB, WI-FI, silver	6
IPOINT	CASE, 10.9" IPAD AIR 4TH GEN (BLACK)	6
IPOINT	BASE STATION, CONNECT PRO, BLACK	6
CISCO	Wi-Fi Access Point - CB150AX	1
SHURE	MICROPHONE, 24" CEILING ARRAY, SQUARE, WHITE	6
SHURE	RECEIVER, DUAL DIGITAL WIRELESS W/INTERNAL PWR SUP, 1/2 WAVE	1
SHURE	BRACKET, MOUNT AND BNC ADAPTER FOR REMOTE ANTENNA	2
SHURE	CABLE, 25' UHF REMOTE ANTENNA EXTENSION	1
SHURE	CABLE, 50' UHF	1
SHURE	DIGITAL WIRELESS BODYPACK TRANSMITTER W/MINI 4-PIN CONNECTOR	2
SHURE	MICROFLEX CARDIOID LAVALIER MICROPHONE	2
SHURE	DUAL DOCKING CHARGER W/OUT POWER SUPPLY	1
QSC	SPEAKER, 6.5" CEILING LOW PROFILE, 70/100V (ORDER IN PAIRS)	6
QSC	AMPLIFIER, 4 CHANNEL 1/2 RU, ENERGY STAR	1
QSC	AMPLIFIER, 2 CHANNEL 1/2 RU, ENERGY STAR	1
NETGEAR	SWITCH, M2450 40G8F POE PLUS MNGD SW	1
CONFERENCING - BYOM		
QSC	CAMERA, 20X OPTICAL ZOOM PTX, POE W/WALL MNT BRACKET	3
QSC	BRACKET, CEILING MOUNT FOR PTZ CAMERA	3
QSC	ALLOCATION FOR CONFERENCING COMPUTER	1
LOGITECH	KEYBOARD/MOUSE COMBO, WIRELESS DESKTOP WAVE MK550	3
LIBERTY WIRE AND CABLE	EXTENDER, USB 2.0 SET	3
Mfg.	Description	Qty.
COMPREHENSIVE VIDEO	CABLE, 6' USB 2.0 TO B MALE	3
COMPREHENSIVE VIDEO	CABLE, 6' ULTRA HIGH SPEED 8K 48G HDMI, BLACK	3

RACK EQUIPMENT		
MIDDLE ATLANTIC	RACK, 41 SPACE 38" DEEP MULTIBAY BRG RK	2
MIDDLE ATLANTIC	FAN TOP, INTEGRATED 552 CFM DC, INCLUDES 8 FANS	2
MIDDLE ATLANTIC	DOOR, VENTED FRONT, FITS 41 SPACE BGR SERIES RAC	2
MIDDLE ATLANTIC	SIDE PANELS, 41SP/38DP - BGR	2
SURGEX	POWER CONDITIONER, RACK MOUNT 1RU 9 OUTLET 20 AMP W/REMOTE	4
MIDDLE ATLANTIC	SCREW, W/WASHER PHILLIPS 10-32 (100 PC)	1
MIDDLE ATLANTIC	NUT, 10/32 CAGE	2
MIDDLE ATLANTIC	RACKSHELF, 1 SPACE VENTED, 4PK	2
MIDDLE ATLANTIC	1 SPACE (1 3/4") VENT PANEL, 64% OPEN AREA	8
MIDDLE ATLANTIC	2 SPACE (3 1/2") VENT PANEL, 64% OPEN AREA	8
MIDDLE ATLANTIC	"L" SHAPED LACING BAR, 10 PC. PACK	2
DELL OR EQUAL	ALLOCATION FOR NEWS FEED COMPUTER	2
Device Warranty - 5 Years		
SAMSUNG	110" Wall Display – Includes Advanced Replacement Kit	3
SAMSUNG	55" Display	2
RGB SPECTRUM	GALILEO Video Controller, Software, Equipment	1
Room Support and Maintenance		
JCI-PSA	Preventative Maintenance Agreement	60 Months