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President

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Superintendent of Schools

Bobby A. Smith, CPA
Chief Financial Officer

TO: Board Members

FROM: Bobby A. Smith

VIA: Kenneth Bradshaw, Ed.D.
Superintendent of Schools

DATE: May 5, 2021

SUBJECT: Fire and Intrusion Alarm Monitoring Services RFP with
Qualifications; RFP#21-987

Three proposals were received for Fire and Intrusion Alarm Monitoring Services. Proposals were evaluated by a committee made up of three maintenance department employees.

Attached you find the evaluation matrix based on the criteria outlined in the RFP documents. Cost is also outlined on this matrix. Calloway Security scored the highest upon review by the evaluation committee. The monitoring cost is the only expense with Calloway Security since they are our current provider.

Administration recommends that the contract for monitoring be awarded to Callaway Security located in Augusta, Georgia. Annual monitoring cost will be \$43,008. The initial contract period will be for three (3) fiscal years beginning July 1, 2021 through June 30, 2024. The contract may be renewed upon mutual agreement at the same terms and conditions for an additional two (2) one-year periods.

Selection Criteria	Total Points Available	ACOM FIRE SOLUTIONS 105 Andrew Drive Stockbridge, GA 30281	CALLOWAY SECURITY P.O. Box 6077 Augusta, GA 30916	KEY FIRE PROTECTION ENTERPRISES INC. 3200 Mike Padgett Hwy Augusta, GA 30906
Ability to satisfy contract scope of work	10	10	10	10
Prior experience with school systems of this size	25	5	25	20
Past references for proposed services in schools	25	5	25	20
Total cost of proposed service	40	25	35	30
Annual Monitoring Cost (64 sites)		\$31,003.20	\$43,008.00	\$34,544.64
Initial Cost for Service		\$86,794.80	NONE	\$81,620.00
Total Points**	100	45	95	80

Adam Flono	Assistant Director of Non-Certified Trades, Maintenance & Facilities
Jimmy Hughes	Assistant Director of Certified Trades, Maintenance & Facilities
Chad Jordan	Assistant Director for Environmental Health & Safety, Maintenance & Facilities

Winning Bidder:

Calloway Security

** Total Points is the average of all evaluators' individual assigned scores.