

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
PROCUREMENT DIVISION**

320 Hospital Drive Ste. 23
Warrenton, Virginia 20186
Phone: 540.422.8354 Fax: 540.422.8355

NOTICE OF CONTRACT AWARD

DATE: October 23, 2019

COMMODITY NAME: Cabling, Systems, Equipment and Maintenance

CONTRACT NUMBER: 19-20ksc, (Riding Alexandria City PS Contract 15-03-03)

CONTRACT PERIOD: September 23, 2019 through June 30, 2020

RENEWALS: One (1) 1 yr. renewal remaining.

CONTRACTOR: Corbett Technologies Solutions, Inc.
4151 Lafayette Center Dr.,
Suite 700, Chantilly VA, 20151

TERMS: Net 30 days

DELIVERY: See contract details

FOR FURTHER INFORMATION CONTACT: Kathy H. Stanley, CPPB
Senior Buyer
Phone: 540.422.8354

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. **Orders:** All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a "Not to exceed" estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via fax or courier.
5. **Renewals:** As stated on the face of this notice, there is One (1) 1 yr. renewal remaining.
6. **Pricing:** See attached price sheets.

DIVISION OF RISK MANAGEMENT INSURANCE CHECKLIST

Items marked "X" are required to be provided if award is made to your firm.

<u>Required</u>	<u>Coverage Required</u>	<u>Limits</u> (figures denotes minimum)
<u>X</u>	1. Workers' Compensation and Employers' Liability; Admitted in Virginia Employers' Liability All States Endorsement USL & H Endorsement Voluntary Compensation Endorsement Best's Guide Rating-A-VIII or Better or its equivalent	1. Statutory Limits of the Commonwealth of VA Yes \$100,000/\$500,000/\$100,000 Statutory Statutory
<u>X</u>	2. Commercial General Liability General Aggregate Products/Completed Operations Personal and Advertising Injury Fire Legal Liability Best's Guide Rating-A-VIII or Better or its equivalent	2. \$1,000,000 (CSL) Each Occurrence \$2,000,000 \$2,000,000 \$1,000,000 \$50,000 Per Occurrence
<u>X</u>	3. Automobile Liability Owned, Hired, Borrowed & Non-owned Motor Carrier Act End. Best's Guide Rating-A-VIII or Better, or its equivalent	3. \$1,000,000 combined Single Limit Bodily Injury and Property Damage Each Occurrence (note, symbol "1" on liability coverage)
—	4. Prof. Errors and Omissions Best's Guide Rating-A-VIII or Better or its equivalent	4. \$1,000,000 (CSL) Each Claim
—	5. Garage Liability	5. \$1,000,000 CSL Each Occurrence
—	6. Garage Keeper's Legal Liability Best's Guide Rating-A-VIII or better, Or its equivalent	6. a) Maximum Value of One Vehicle b) Maximum Value of All Vehicles Held by Contractor
—	7. Umbrella Liability Best's Guide Rating-A-VIII or better, or its equivalent.	7. \$1,000,000
—	8. Other Insurance:	
<u>X</u>	9. Auto and General Liability Policies shall be endorsed to name Fauquier County and/or Fauquier County Public School Board as additional insured (This coverage is primary to all other coverage The County and Schools may possess and must be shown on the certificate)	
<u>X</u>	10. The Contractor shall provide 30 days written notice of any policy cancellation for policies specified on this Checklist to Fauquier County and/or Fauquier County School Board in accordance with the timelines and stipulations in Code of Virginia Section 38.2-231.	
<u>X</u>	11. The Certificate must state Bid/RFP/Contract No. and Bid/RFP/Contract Title	
<u>X</u>	12. Contractor shall submit Certificate of Insurance within five (5) business Days from notification of award, and shall provide updated Certificates for the duration of the contract.	

OFFEROR STATEMENT

We understand the Insurance Requirements of these specifications and will comply in full if awarded this contract.

CORBETT TECHNOLOGY SOLUTIONS, INC. (CTSI)

FIRM

Robin Nishiyama
SIGNATURE

Digitally signed by Robin Nishiyama
DN: cn=Robin Nishiyama, o, ou,
email=robin@westmountain.ws, c=US
Date: 2019.10.06 18:00:54 -04'00'

Revised 4/4/13, Proc/HR

RETURN THIS PAGE

Contract 19-20ksc
Cabling and Low Voltage Systems Equipment and Maintenance Services
Riding ACPS 15-03-03



Fauquier County Public Schools
and
Fauquier County



**CERTIFICATION
OF
NO CRIMES AGAINST CHILDREN**

Contractor acknowledges that the implementation of this Contract requires Contractor, Contractor's employees, or other persons that will provide services under this Contract to have direct contact with students and children. Therefore, Contractor hereby certifies that neither Contractor, Contractor's employees, nor any person that will provide services under this Contract who will have direct contact with students and children on Fauquier County Public School and/or Fauquier County property have been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.

Contractor understands that, pursuant to Code of Virginia §22.1-296.1, making a materially false statement regarding offenses which are required to be included in the certification referenced above is a Class 1 misdemeanor and, upon conviction, the fact of such conviction shall be grounds for the revocation of the contract to provide such services and, when relevant, the revocation of any license required to provide such services. Fauquier County Public Schools and/or Fauquier County shall not be liable for materially false statements regarding the certifications required under this Contract.

Contractor certifies that employees, or any person who will have direct contact with students and children under this contract have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of child.

CORBETT TECHNOLOGY SOLUTIONS, INC.

Company Name

4151 LAFAYETTE CENTER DR., STE 700, CHANTILLY VA 20151

Company Address

ROBIN NISHIYAMA

Print Name of Authorized Representative

Robin

Nishiyama

Authorized Representative Signature

Digitally signed by Robin Nishiyama
DN: cn=Robin Nishiyama, o, ou,
email=robin@westmountain.ws, c=US
Date: 2019.10.06 18:03:18 -04'00'

Contract # and Title

703-631-3377

Company Phone Number

DIRECTOR, SALES

Authorized Representative Title

OCTOBER 4, 2019

Date

**RETURN THIS FORM EITHER WITH BID/ PROPOSAL SUBMISSION OR
TO CONTRACT ADMINISTRATOR PRIOR TO ANY WORK ON PROPER**

Contract 19-20ksc
Cabling and Low Voltage Systems Equipment and Maintenance Services
Riding ACPS 15-03-03

EXHIBIT B - FEE SCHEDULE AND BILLING RATES

The Contractor will charge according to the Basic Ordering Agreement (BOA) pricing model (Construction environment), this option includes: Fixed pricing for the most common tasks, Discounts from list pricing for additional materials and hourly rates for any services required not Specifically listed by task.

Shipping costs will be actual costs.

All hourly rates for labor will be billed at contract rates.

The Contractor will provide volume pricing discounts when pricing out large jobs based upon BOA schedule.

The Contractor will charge hourly rates for port-to-port when applicable, less than eight (8) Hours of work are being handled.

When technicians are dispatched to service calls, the Owner will not be charged for repeat trips if it Is determined that "standard" equipment pertaining to that call is not with the technician and they Need to return to shop for said equipment. An effort will be made for technicians to be better Stocked for Owner projects in an effort to reduce return trips for supplies.

EXHIBIT A – SCOPE OF WORK

The Contractor agrees to provide the below services to ACPS. ACPS reserves the right to request additional services as it sees fit.

1. **Local Area Network**
 - a. Support and maintenance of fiber backbone and twisted pair workstation cabling.
 - b. Supply of related materials.
2. **Wireless Network**
 - a. Mounting of wireless access points. Installation of twisted pair cables to support access point. Some programming of legacy WAPs
 - b. Supply of related materials.
3. **CATV System**
 - a. Installation of coax cable drops, maintenance of taps, splitters and amplifiers in support of the CATV system in each building.
 - b. Supply of related materials.
4. **PA System**
 - a. Support and maintenance of school paging system. Hardware maintenance, replacement, programming and cabling.
 - b. Supply of related materials.
5. **Phone System**
 - a. Support and maintenance of the station cabling.
 - b. Support, maintenance and programming of legacy (Comdial, Lucent) phone systems.
 - c. Supply of related materials.

The Contractor will use the Basic Ordering Agreement (BOA) pricing model (construction environment) as detailed in Exhibit B to this agreement. The BOA details specific tasks that are explicitly incorporated into this scope of work.

ACPS will have the ability to add tasks, materials and labor categories to the BOA schedule as needed and mutually agreed upon by both parties.

Standard equipment will consist of the following:

CTSI Technician Standard Equipment List

Item # Description

- 1 Slip Joint Pliers
- 2 Adjustable Crescent Wrench
- 3 Socket Set 1/4"
- 4 Jeweler's Screw Driver Set.
- 5 Solder Iron - 25 W or Butane
- 6 Measuring Tape 16' and/or 25' (Klein 922-16 or 922-25)
- 7 Jab/Drywall Saw (Klein 725)
- 8 Carpenter's Hammer
- 9 Nail Set
- 10 Hack Saw w/ assorted blades
- 11 Punch Awl
- 12 Screw Starter Slot - Hold Tight
- 13 Multimeter - Basic model
- 14 Tone Generator & Wand (Ideal 33-864)
- 15 Strippers - 16 to 26AWG (Klein 11046)
- 16 Flashlight
- 17 Power Extension Cord
- 18 Modular Screw Driver w/assorted bits - hex, torx, star, etc
- 19 Folding Hex/Torx Wrench Set
- 20 Basic Magnetic Level (Klein 930-9)
- 21 Circuit Tester (GB GRT-500)
- 22 Basic Drill Bit Set (Klein 53000)
- 23 Step Bit (Klein Unibit Series)
- 24 6-8' Ladder
- 25 Cat 5e cable (1 roll)
- 26 Intercom twisted pair cable (1 roll)
- 27 Cat 5e Jacks
- 28 Data Face Plates
- 29 wire connectors/dolphins

EXHIBIT B - FEE SCHEDULE AND BILLING RATES

The Contractor will charge according to the Basic Ordering Agreement (BOA) pricing model (construction environment), this option includes: Fixed pricing for the most common tasks, Discounts from list pricing for additional materials and hourly rates for any services required not specifically listed by task.

Shipping costs will be actual costs.

All hourly rates for labor will be billed at contract rates.

The Contractor will provide volume pricing discounts when pricing out large jobs based upon BOA schedule.

The Contractor will charge hourly rates for port-to-port when applicable, less than eight (8) hours of work are being handled.

When technicians are dispatched to service calls, ACPS will not be charged for repeat trips if it is determined that "standard" equipment pertaining to that call is not with the technician and they need to return to shop for said equipment. An effort will be made for technicians to be more well stocked for ACPS projects in an effort to reduce return trips for supplies.

BOA pricing continued on the following page.



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4151 Lafayette Center Drive
Suite 700
Chantilly, Virginia 20151
Tel: 703.631.3377
Fax: 703.631.3396

EXHIBIT B - Continued

April 5, 2016

BOA Contract Pricing

Under this contract CTSI would price tasks per the fixed pricing spreadsheets as detailed in BOA attachment. Additional material would be priced at CTSI cost with the appropriate discount from list prices offered per contract for any additional materials and contract hourly rates needed to complete tasks not specifically listed by task. Due to CTSI's contractual requirements with Rauland this would not include any Rauland products. We would offer you our most preferred Rauland rate of 40% off list. Also, under this model we propose being subject to annual audits upon request of Alexandria City Public Schools.

Sample Pricing for Task-

BOA Item #21

Qty: 1 \$ 86.97

Additional Materials needed to complete task

\$10.00 (list \$) - 10% (manufacture's discount) = \$ 9.00

Additional Labor to install Materials

Qty: 1 BOA Item # 25 = \$ 87.00

Total Cost of Task \$182.97

Unit Qty.	Description	Selected Manufacturer or Equal	Unit Price	Ext Unit Price with Tax	E-Rate Eligible	E-Rate Compliant Amount
Unit Price Number 1: 8 Strand Classroom						
1.00	Equipment Subtotal	CTSI	\$2,243.04	\$2,243.04	Yes	\$2,243.04
100.00	8 strand Multimode fiber plenum	Superior Essex				
12.00	ST Fiber Connectors	Leviton				
1.00	2x2" In ceiling CEC	Leviton				
1.00	CEC Mounting Hardware	CTSI				
1.00	12 Port ST Light Interface Unit Rack mount	Leviton				
1.00	48 Port - 110 Connect Patch Panel Enhanced	Leviton				
2.00	ST To LC - 2 Strand Fiber Patch Cord	CTSI				
1.00	Surge Protector	CTSI				
1.00	Labor	CTSI				
Unit Price Number 2: Admin Voice/Data Outlet						
1.00	Equipment Subtotal	CTSI	\$208.48	\$208.48	Yes	\$208.48
1.00	Four Port Face Plate	Leviton				
4.00	Cat 6e Jack	Leviton				
400.00	Cat 6e plenum cable	Superior Essex				
4.00	3ft patch cord	CTSI				
1.00	Labor	CTSI				
Unit Price Number 3: Admin Voice/Data Outlet						
1.00	Equipment Subtotal	CTSI	\$134.21	\$134.21	Yes	\$134.21
1.00	2 port Face Plate	Leviton				
2.00	Cat 6e Jack	Leviton				
200.00	Cat 6e plenum cable	Superior Essex				
1.00	3ft patch cord	CTSI				
1.00	Labor	CTSI				
Unit Price Number 4: Admin Voice/Data Outlet						
1.00	Equipment Subtotal	CTSI	\$332.68	\$332.68	Yes	\$332.68
1.00	Four Port Face Plate	Leviton				
3.00	Cat 6e Jack	Leviton				
300.00	Cat 6e plenum cable	Superior Essex				
3.00	3ft patch cord	CTSI				
1.00	Labor	CTSI				
Unit Price Number 5: Admin Voice/Data Outlet						
1.00	Equipment Subtotal	CTSI	\$432.98	\$432.98	Yes	\$432.98
1.00	Four Port Face Plate	Leviton				
4.00	Cat 6e Jack	Leviton				
400.00	Cat 6e plenum cable	Superior Essex				
3.00	3ft patch cord	CTSI				
1.00	Labor	CTSI				

Unit Qty.	Description	Selected Manufacturer or Equal	Unit Price	Ext Unit Price with Tax	E-Rate Eligible	E-Rate Compliant Amount
Unit Price Number 1: Admin Voice Data						
1.00	Wiremold	CTSI	\$245.48	\$245.48	Yes	\$245.48
1.00	3 port face plate	Leviton				
2.00	Cat 5e jack	Leviton				
1.00	Modular F Connector	Leviton				
200.00	Cat 5e plenum cable	Superior Essex				
100.00	RG-6 plenum cable	Commscope				
1.00	3ft patch cable	CTSI				
1.00	Labor	CTSI				
Unit Price Number 2: Voice Data 307 Admin Vo						
1.00	Wiremold	CTSI	\$150.00	\$150.00	Yes	\$150.00
1.00	Cat 5e jack	Leviton				
1.00	single port face plate	Leviton				
100.00	Cat 5e plenum cable	Superior Essex				
1.00	Labor	CTSI				
Unit Price Number 3: Single Data Outlet No						
1.00	Wiremold	CTSI	\$102.86	\$102.86	Yes	\$102.86
1.00	Single port Face Plate	Leviton				
1.00	Cat 5e jack	Leviton				
100.00	Cat 5e plenum cable	Superior Essex				
1.00	3ft patch cord	CTSI				
1.00	Labor	CTSI				
Unit Price Number 4: Duplex Data Outlet No						
1.00	Wiremold	CTSI	\$139.08	\$139.08	Yes	\$139.08
1.00	Duplex Face Plate	Leviton				
2.00	Cat 5e Jacks	Leviton				
200.00	Cat 5e plenum cable	Superior Essex				
2.00	3ft patch cord	CTSI				
1.00	Labor	CTSI				
Unit Price Number 10: Category 5e patch Cords						
1.00	No Labor		\$4.39	\$4.39	No	\$0.00
1.00	3 foot patch Cord	CTSI				
Unit Price Number 11: Category 5e patch Cords						
1.00	No Labor		\$9.11	\$9.11	No	\$0.00
1.00	15 foot patch Cord	CTSI				
Unit Price Number 12: Gang Drop No Wiremold						
1.00	Unit Price Number 12: Gang Drop No Wiremold		\$148.24	\$148.24	Yes	\$148.24
100.00	RG-6 plenum cable	Commscope				
1.00	F Connector Faceplate	CTSI				
1.00	Labor	CTSI				

Unit Qty.	Description	Selected Manufacturer or Equal	Unit Price	Ext Unit Price with Tax	E-Rate Eligible	E-Rate Compliant Amount
Unit Price Number 13: Video Data Outlet/No						
1.00	Wiremold		\$213.70	\$213.70	Yes	\$213.70
1.00	2 port Face Plate	Leviton				
1.00	Cat 5e jack	Leviton				
1.00	Modular P Connector	Leviton				
100.00	Cat 5e plenum cable	Superior Essex				
100.00	RG-6 plenum cable	Commscope				
1.00	3 foot patch Cord	CTSI				
1.00	Labor	CTSI				
Unit Price Number 14: UPS No Labor						
1.00	APC Smart Ups 3000	UPS	\$1,502.25	\$1,502.25	No	\$0.00
Unit Price Number 15: UPS No Labor						
1.00	APC Smart UPS Additional Battery	UPS	\$415.50	\$415.50	No	\$0.00
Unit Price Number 16: Public Address Speaker						
1.00	1' x 2' Drop In Speaker	Rauland	\$170.50	\$170.50	No	\$0.00
100.00	2 conductor shielded plenum	West Penn				
1.00	Labor	CTSI				
Unit Price Number 17: Wall Phone Outlet/No						
1.00	Wiremold		\$98.25	\$98.25	Yes	\$98.25
1.00	Wall Mount RJ-11 Face Plate	Leviton				
100.00	Cat 5e plenum cable	Superior Essex				
1.00	Labor	CTSI				
Unit Price Number 18: Fiber per 100ft						
3.00	Unit Price Number 18: Fiber per 100ft		\$151.55	\$151.55	Yes	\$151.55
100.00	6 strand Multimode fiber plenum	Superior Essex				
1.00	Labor	CTSI				
Unit Price Number 19: Cat 5e per 400ft lot						
3.00	Unit Price Number 19: Cat 5e per 400ft lot		\$203.47	\$203.47	Yes	\$203.47
400.00	Cat 5e plenum cable	Superior Essex				
1.00	Labor	CTSI				
Unit Price Number 20: Cat 5e per 100ft						
1.00	Unit Price Number 20: Cat 5e per 100ft		\$91.15	\$91.15	Yes	\$91.15
100.00	Cat 5e plenum cable	Superior Essex				
1.00	Labor	CTSI				
Unit Price Number 21: Speaker Wire						
1.00	Unit Price Number 21: Speaker Wire		\$96.37	\$96.37	No	\$0.00
100.00	2 Conductor Shielded	West Penn				
1.00	Labor	CTSI				

Unit Qty.	Description	Selected Manufacturer or Equal	Unit Price	Ext Unit Price with Tax	E-Rate Eligible	E-Rate Compliant Amount
1.00	Unit Price Number 22: Coax Cable per foot		\$15.00	\$15.00	No	\$0.00
100.00	RG-6 plenum cable	CommScope				
1.00	Labor	CTSI				
1.00	Unit Price Number 23: Coax Cable per foot		\$10.00	\$10.00	No	\$0.00
100.00	RG-11 plenum cable	CommScope				
1.00	Labor	CTSI				
1.00	Unit Price Number 24: Patch Cord per foot		\$67.00	\$67.00	No	\$0.00
1.00	Labor	CTSI				
1.00	Unit Price Number 25: Patch Cord per foot		\$67.00	\$67.00	No	\$0.00
1.00	Labor	CTSI				
1.00	Unit Price Number 26: Wiremold 10' drops		\$50.00	\$50.00	No	\$0.00
1.00	10FT 700 wiremold	Wiremold				
1.00	5745 Backbox	Wiremold				
2.00	two hole straps	Wiremold				
1.00	bushing	Wiremold				
1.00	Labor	CTSI				
1.00	Unit Price Number 27: Single Line Phone No Labor		\$50.00	\$50.00	No	\$0.00
1.00	Single line phone w/ message light	Vodavi				
1.00	Unit Price Number 28: Admin. Phones No Labor		\$52.00	\$52.00	No	\$0.00
1.00	MLX-100 Black Phone Refurbished	Avaya				
1.00	Unit Price Number 29: Project Management		\$120.00	\$120.00	Yes	\$120.00
1.00	Project Engineering & Project Management	CTSI				
1.00	Unit Price Number 30: Unstaffed Hallway Alarm		\$120.00	\$120.00	No	\$0.00
1.00	Labor	CTSI				
Pricing assumes award of all contract items.						



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Manufacturer List Pricing Discounts

<u>Manufacturer</u>	<u>Minimum Discount From List</u>
3COM-----	20% off
AMP-----	5% off
APC-----	15% off
ATLAS SOUND-----	10% off
AVAYA COMMUNICATIONS-----	10% off
AVIGILON-----	5% off
BLONDER TONGUE-----	12% off
CBC AMERICA-----	25% off
CIRCA-----	5% off
CISCO-----	15% off
CITRIX-----	15% off
COMPAQ-----	will provide EDU price
CONTROL CONCEPTS-----	5% off
CRESTRON-----	10% off
CTSI-----	20% off
DENON-----	10% off
EXTRON-----	6% off
FURMAN-----	10% off
HEWLETT PACKARD-----	5% Distributor List

Manufacturer List Pricing Discounts (continued)

<u>Manufacturer</u>	<u>Minimum Discount From List</u>
JBL-----	10% off
JVC-----	5% off
LEVITON-----	5% off
LISTEN-----	5% off
LUCASEY-----	5% off
MICROSOFT-----	will provide EDU price
MID-ATLANTIC-----	5% off
NATIONAL TIME-----	10% off
NOVELL-----	5% off
NOTIFIER-----	20% off
PANASONIC-----	5% off
PANDUIT-----	10% off
PASO (TEAC)-----	10% off
PEAVEY-----	10% off
PHILIPS-----	25% off
PIONEER-----	5% off
PREMIER-----	5% off
RAULAND-BORG-----	40% off
RCA-----	10% off
SAMSUNG-----	10% off
SAPLING-----	20% off
SCALA-----	5% off
SHURE-----	10% off

Manufacturer List Pricing Discounts (continued)

<u>Manufacturer</u>	<u>Minimum Discount From List</u>
SUPERIOR ESSEX-----	5% off
TANNOY-----	5% off
TELEX-----	10% off
TOA-----	10% off
VIDEX-----	5% off
VIEWSONIC-----	5% off
WEST PENN-----	5% off
WIREMOLD-----	10% off
ZENITH-----	10% off

Note: This list shall be amended per the terms of the Basic Ordering Agreement

*Pricing assumes award of all contract items.