FAUQUIER COUNTY PUBLIC SCHOOLS

a Political subdivision of the Commonwealth of Virginia

Contract # 26-019-S-R
Riding Virginia Tech (VTS-1543-2021)
Johnson Controls Fire Protection LP

This Agreement is made and entered into this 27th day of August 2025, by the Fauquier County Public Schools, a political subdivision of the Commonwealth of Virginia, referred to as "Owner" and **Johnson Controls Fire Protection LP**, having its principal place of business at **6600 Congress Ave, Boca Raton, FL 33487**, hereinafter referred to as "Contractor" {or Firm if engineering}.

WITNESSETH that the Contractor Johnson Controls Fire Protection LP and the Owner, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF SERVICES: The Contractor shall provide Inspection, Testing & Repair of Fire Alarm as set forth in the Contract documents.
COMPENSATION: The Owner will pay, and the Contractor will accept in full consideration for performance during the contract term pricing or fees for services as negotiated and attached.
CONTRACT PERIOD: Date of execution through May 31, 2027 with two (2) two (2) year options to renew remaining, at the mutual agreement of both parties**.**

The contract documents shall consist of and in the event of conflict or ambiguity, shall be interpreted in the following order of priority:

(1) This signed form;
(2) Fauquier County General Terms and Conditions;
(3) Virginia Tech RFP #0061573 dated October 27, 2020, inclusive of any attachments and addendums; and
(4) Virginia Tech Contract VTS-1543-2021 dated May 4, 2021, inclusive of all modifications and any documents included or incorporated by reference all of which are incorporated herein;

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

	Johnson Controls Fire Protection LP		**Fauquier County Public Schools, a political subdivision of the Commonwealth of Virginia**
By:		**By:**	
Title:	Fire Service Manager	**Title:**	**Director of Procurement**
Date:	8/27/2025 | 8:37 AM PDT	**Date:**	8/27/2025

GENERAL TERMS, CONDITIONS AND INSTRUCTIONS TO BIDDERS/OFFERORS

Revised 08/05/2021

Vendor: These general rules and conditions shall apply to all purchases and be a part of each solicitation and every contract awarded by the Procurement Division, unless otherwise specified. The Procurement Division is responsible for the purchasing activity of Fauquier County, which is comprised of the Fauquier County Board of Supervisors, a body politic and political subdivision of the Commonwealth of Virginia, and the Constitutional Officers of Fauquier County, Virginia, and the Fauquier County School Board, a body corporate. The term "Owner" as used herein refers to the contracting entity which is the signatory on the contract and may be either Fauquier County or the Fauquier County School Board, or both. Bidder/Offeror or their authorized representatives are expected to inform themselves fully as to the conditions, requirements, and specifications before submitting bids/proposals: failure to do so will be at the bidder's/Offeror's own risk and except as provided by law, relief cannot be secured on the plea of error.

Subject to all Federal, State and local laws, policies, resolutions, regulations, rules, limitations and legislation, bids/proposals on all solicitations issued by the Procurement Division will bind bidders/Offerors to applicable conditions and requirements herein set forth unless otherwise specified in the solicitation.

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1. **AUTHORITY**-Except as delegated in the Procurement Procedures Manual, the Purchasing Agent has the sole responsibility and authority for negotiating, placing and when necessary modifying every solicitation, contract and purchase order issued by the Owner. In the discharge of these responsibilities, the Purchasing Agent may be assisted by assigned buyers. Unless specifically delegated by the Purchasing Agent, no other Owner officer or employee is authorized to order supplies or services, enter into purchase negotiations or contracts, or in any way obligate the Owner for an indebtedness. Any purchase order or contract made which is contrary to these provisions and authorities shall be of no effect and void and the Owner shall not be bound thereby.

2. **COMPETITION INTENDED:** It is the Owner's intent that this solicitation permit competition. It shall be the Bidder's/Offeror's responsibility to advise the Purchasing Agent in writing if any language, requirement, specification, etc., or any combination thereof, stifles competition or inadvertently restricts or limits the requirements stated in this solicitation to a single source. The Purchasing Agent must receive such notification not later than five (5) business days prior to the deadline set for acceptance of the bids/proposals.

CONDITIONS OF BIDDING

3. **CLARIFICATION OF TERMS**: Unless otherwise specified, if any Bidder/Offeror has questions about the specifications or other solicitation documents, the prospective Bidder/Offeror should contact the buyer whose name appears on the face of the solicitation no later than five (5) business days prior to the date set for the opening of bids or receipt of proposals. Any revisions to the solicitation will be made only by addendum issued by the Buyer. Notifications regarding specifications may not be considered if received in less than five (5) business days of the date set for opening of bids/receipt of proposals.

4. **MANDATORY USE OF OWNER FORMS AND TERMS AND CONDITIONS**: Failure to submit a bid/proposal on the official Owner forms provided for that purpose shall be a cause for rejection of the bid/proposal. Unauthorized modification of or additions to any portion of the Invitation to Bid or Request for Proposal may be cause for rejection of the bid/proposal. However, the Owner reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject any bid or proposal which has been modified.

5. **LATE BIDS/PROPOSALS & MODIFICATION OF BIDS/PROPOSALS:**
Any bid/proposal/modification received at the office designated in the solicitation after the exact time specified for receipt of the bid/proposal/modification is considered a late bid/proposal/modification. The Owner is not responsible for delays in the delivery of the mail by the U.S. Postal Service, private carriers or the inter-office mail system. It is the sole responsibility of the Bidder/Offeror to ensure their bid/proposal reaches the Procurement Division by the designated date and hour.
   a. The official time used in the receipt of bids/proposals is that time stamp within the Bonfire Portal.
   b. Late bids/proposals/modifications will be returned to the Bidder/Offeror UNOPENED, if solicitation number, acceptance date and Bidder/Offeror's return address is shown on the container.
   c. If the Owner closes its offices due to inclement weather or other unforeseen emergency scheduled bid openings or receipt of proposals will be extended to the next business day, same time.

6. **WITHDRAWAL OF BIDS/PROPOSALS:**
A Bidder/Offeror for a contract other than for public construction may request withdrawal of his or her bid/proposal under the following circumstances:
   a. Bids/Proposals may be withdrawn on written request from the Bidder/Offeror received at the address shown in the solicitation prior to the time of acceptance.
   b. Requests for withdrawal of bids/proposals after opening of such bids/proposals but prior to award shall be transmitted to the Purchasing Agent, in writing, accompanied by full documentation supporting the request. If the request is based on a claim of error, documentation must show the basis of the error. Such documentation may take the form of supplier quotations, vendor work sheets, etc. If bid bonds were tendered with the bid, the Owner may exercise its right of collection.

   No Bid/Proposal may be withdrawn under this paragraph when the result would be the awarding of the contract on another bid/Proposal of the same bidder/Offeror or of another bidder/Offeror in which the ownership of the withdrawing bidder/Offeror is more than five percent. In the case of Invitation for Bids, if a bid is withdrawn under the authority of this paragraph, the lowest remaining bid shall be deemed to be the low bid. No bidder/Offeror that is permitted to withdraw a bid/proposal shall, for compensation, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn bid/proposal was submitted.

7. **ERRORS IN BIDS/PROPOSALS** – When an error is made in extending total prices, the unit bid price will govern. Erasures in bids/proposals must be initialed by the bidder/Offeror. Carelessness in quoting prices, or in preparation of bid/proposal otherwise, will not relieve the Bidder/Offeror. Bidders/Offeror's are cautioned to recheck their bids/proposals for possible error. Errors discovered after public opening cannot be corrected and the bidder will be required to perform if his or her bid is accepted.

8. **IDENTIFICATION OF BID/PROPOSAL ENVELOPE:** The signed bid/proposal and requested copies should be returned in a separate envelope or package, sealed and identified with the following information:

   ADDRESSED AS INDICATED ON PAGE 1

IFB/RFP NUMBER
TITLE
BID/PROPOSAL DUE DATE AND TIME
VENDOR NAME AND COMPLETE MAILING ADDRESS (RETURN ADDRESS)

If a bid/proposal is not addressed with the information as shown above, the Bidder/Offeror takes the risk that the envelope may be inadvertently opened and the information compromised, which may cause the bid/proposal to be disqualified. Bids/Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

9. **ACCEPTANCE OF BIDS/PROPOSALS:** Unless otherwise specified, all formal bids/proposals submitted shall be valid for a minimum period of one hundred twenty (120) calendar days following the date established for acceptance. At the end of the one hundred twenty (120) calendar days the bid/proposal may be withdrawn at the written request of the Bidder/Offeror. If the proposal is not withdrawn at that time it remains in effect until an award is made or the solicitation is canceled.

10. **CONDITIONAL BIDS:** Conditional bids are subject to rejection in whole or in part.

11. **BIDDERS PRESENT:** At the time fixed for the opening of responses to a bid, bid contents will be made public for the information of bidders and other interested parties who may be present either in person or by representative. All bids will be opened at the time and place specified and read publicly. Bid tabulations are posted on the Procurement Division's Bulletin Board for a minimum of 10 days from award date. At the time fixed for the receipt of responses for Request for Proposals, only the names of the Offerors will be read and made available to the public.

12. **RESPONSE TO SOLICITATIONS**: In the event a vendor cannot submit a bid on a solicitation, the vendor is requested to return the solicitation cover sheet with an explanation as to why the vendor is unable to bid on these requirements. Because of the large number of firms listed on the Owner's Bidders List, it may be necessary to delete from this list the names of those persons, firms or corporations who fail to respond after having been invited to bid for three (3) successive solicitations. Such deletion will be made only after formal notification of the intent to remove the firm from the Owner's Bidders List.

13. **BIDDER INTERESTED IN MORE THAN ONE BID:** If more than one bid is offered by any one party, either directly or by or in the name of his or her clerk, partner, or other persons, all such bids may be rejected. A party who has quoted prices on work, materials, or supplies to a bidder is not thereby disqualified from quoting prices to other bidders or firms submitting a bid directly for the work, materials or supplies.

14. **TAX EXEMPTION:** The Owner is exempt from the payment of any federal excise or any Virginia sales tax. The price bid must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Bidder/Offeror.

15. **DEBARMENT STATUS:** By submitting their bids/proposals, Bidders/Offerors certify that they are not currently debarred from submitting bids/proposals on contracts by the Owner, nor are they an agent of any person or entity that is currently debarred from submitting bids or proposals on contracts by the Owner or any agency, public entity/locality or authority of the Commonwealth of Virginia.

16. **ETHICS IN PUBLIC CONTRACTING**: The provisions contained in *Code of Virginia* §§ 2.2-4367 through 2.2-4377 (the Virginia Public Procurement Act), as amended from time to time,, shall be applicable to all contracts solicited or entered into by the Owner. By submitting their bids/proposals, all Bidders/Offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other Bidder, Offeror, supplier, manufacturer or subcontractor in connection with their bid/proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

17. **NO CONTACT POLICY:** No Bidder/Offeror shall initiate or otherwise have contact related to the solicitation with any Owner representative or employee, other than the Procurement Division, after the date and time established for receipt of bids/proposals. Any contact initiated by a Bidder/Offeror with any Owner representative, other than the Procurement Division, concerning this solicitation is prohibited and may cause the disqualification of the Bidder/Offeror from this procurement process.

18. **VIRGINIA FREEDOM OF INFORMATION ACT**: All proceedings, records, contracts and other public records relating to procurement transactions shall be open to the inspection of any citizen, or any interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act (*Code of Virginia* § 2.2-3700 *et. seq.*) and § 2.2-4342 of the Virginia Public Procurement Act except as provided below:
    a. Cost estimates relating to a proposed procurement transaction prepared by or for a public body shall not be open to public inspection.
    b. Any competitive sealed bidding bidder, upon request, shall be afforded the opportunity to inspect bid records within a reasonable time after the opening of bids but prior to award, except in the event that the Owner decides not to accept any of the bids and to reopen the contract. Otherwise, bid records shall be open to public inspection only after award of the contract. Any competitive negotiation Offeror, upon request, shall be afforded the opportunity to inspect proposal records within a reasonable time after the evaluation and negotiations of proposals are completed but prior to award except in the event that the Owner decides not to accept any of the proposals and to reopen the contract. Otherwise, proposal records shall be open to the public inspection only after award of the contract except as provided in paragraph "c" below. Any inspection of procurement transaction records under this section shall be subject to reasonable restrictions to ensure the security and integrity of the records.
    c. Trade secrets or proprietary information submitted by a bidder, Offeror or contractor in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information and Virginia Public Procurement Acts; however, the bidder, Offeror or contractor must invoke the protections of this section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.
    d. Nothing contained in this section shall be construed to require the Owner, when procuring by "competitive negotiation" (Request for Proposal), to furnish a statement of reasons why a particular proposal was not deemed to be the most advantageous to the Owner.

19. **CONFLICT OF INTEREST:** Contractor certifies by signing bid to the Owner that no conflict of interest exists between Contractor and Owner that interferes with fair competition and no conflict of interest exists between Contractor and any other person or organization that constitutes a conflict of interest with respect to the contract with the Owner.

SPECIFICATIONS

20. **BRAND NAME OR EQUAL ITEMS:** Unless otherwise provided in the solicitation, the name of a certain brand, make or manufacturer does not restrict bidders to the specific brand, make or manufacturer named; it conveys the general style, type, character, and quality of the article desired, and any article which the Owner

in its sole discretion determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Bidder is responsible to clearly and specifically indicate the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Owner to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding, only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid non-responsive. Unless the Bidder clearly indicates in its bid/proposal that the product offered is "equal" product, such bid/proposal will be considered to offer the brand name product referenced in the solicitation.

21. **FORMAL SPECIFICATIONS:** When a solicitation contains a specification which states no substitutes, no deviation therefrom will be permitted and the bidder will be required to furnish articles in conformity with that specification.

22. **OMISSIONS & DISCREPANCIES:** Any items or parts of any equipment listed in this solicitation which are not fully described or are omitted from such specification, and which are clearly necessary for the completion of such equipment and its appurtenances, shall be considered a part of such equipment although not directly specified or called for in the specifications.

    The Bidder/Offeror shall abide by and comply with the true intent of the specifications and not take advantage of any unintentional error or omission, but shall fully complete every part as the true intent and meaning of the specifications and drawings. Whenever the mention is made of any articles, material or workmanship to be in accordance with laws, ordinances, building codes, underwriter's codes, A.S.T.M. regulations or similar expressions, the requirements of these laws, ordinances, etc., shall be construed as to the minimum requirements of these specifications.

23. **CONDITION OF ITEMS:** Unless otherwise specified in the solicitation, all items shall be new, in first class condition.

AWARD

24. **AWARD OR REJECTION OF BIDS:** The Purchasing Agent shall award the contract to the lowest responsive and responsible bidder complying with all provisions of the IFB, provided the bid price is reasonable and it is in the best interest of the Owner to accept it. Awards made in response to a RFP will be made to the highest qualified Offeror whose proposal is determined, in writing, to be the most advantageous to the Owner taking into consideration the evaluation factors set forth in the RFP. The Purchasing Agent reserves the right to award a contract by individual items, in the aggregate, or in combination thereof, or to reject any or all bids/proposals and to waive any informality in bids/proposals received whenever such rejection or waiver is in the best interest of the Owner. Award may be made to as many bidders/Offeror's as deemed necessary to fulfill the anticipated requirements of the Owner. The Purchasing Agent also reserves the right to reject the bid if a bidder is deemed to be a non-responsible bidder.

25. **ANNOUNCEMENT OF AWARD:** Upon the award or announcement of the decision to award a contract as a result of this solicitation, the Procurement Division will publicly post such notice on the Procurement Website at http://www.fauquiercounty.gov/government/departments-h-z/procurement

26. **QUALIFICATIONS OF BIDDERS OR OFFERORS:** The Owner may make such reasonable investigations as deemed proper and necessary to determine the ability of the Bidder/Offeror to perform the work/furnish the item(s) and the Bidder/Offeror shall furnish to the Owner all such information and data for this purpose as may be requested. The Owner reserves the right to inspect Bidder's/Offeror's physical facilities prior to award to satisfy questions regarding the Bidder's/Offeror's capabilities. The Owner further reserves the right to reject any bid or proposal if the evidence submitted by or investigations of, such Bidder/Offeror fails to satisfy the Owner that such Bidder/Offeror is properly qualified to carry out the obligations of the contract and to complete the work/furnish the item(s) contemplated therein.

27. **TIE BIDS**: In the case of a tie bid, the Owner may give preference to goods, services and construction produced in Fauquier County or provided by persons, firms or corporations having principal places of business in the County. If such choice is not available, preference shall then be given to goods and services produced in the Commonwealth pursuant to *Code of Virginia* § 2.2-4324. If no County or Commonwealth choice is available, the tie shall be decided by lot.

CONTRACT PROVISIONS

28. **APPLICABLE LAW AND COURTS**: Any contract resulting from this solicitation shall be governed and construed in all respects by the laws of Virginia, and any litigation with respect thereto shall only be brought in the appropriate General District or Circuit Court of Fauquier County, Virginia. The Contractor shall comply with all applicable federal, state and local laws and regulations.

29. **ANTITRUST**: By entering into a contract, the Contractor conveys, sells, assigns, and transfers to the Owner all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Owner under said contract. This includes, but is not limited to, overcharges as to goods and/or services provided in connection with this contract resulting from antitrust violations that arise under United States' or the Commonwealth's antitrust laws. Consistent and continued tie bidding could cause rejection of bids by the Purchasing Agent and/or investigation for antitrust violations.

30. **INVOICING AND PAYMENT TERMS**: Unless otherwise provided in the solicitation payment will be made forty-five (45) days after receipt of a proper invoice, or forty-five (45) days after receipt of all goods or acceptance of work, whichever is the latter.
    a. Invoices for items/services ordered, delivered/performed and accepted shall be submitted by the Contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the contract number, purchase order number, and any federal employer identification number.
    b. Any payment terms requiring payment in less than 45 days will be regarded as requiring payment 45 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 45 days, however.
    c. The date of payment shall be deemed the date of postmark in all cases where payment is made by mail.
    d. The Owner's fiscal year is July 1 - June 30. Contractors must submit invoices, especially for goods and/or services provided in the month of JUNE, for the entire month i.e. June 1 - June 30, so that expenses are recognized in the appropriate fiscal year.
    e. Any payment made by the Contractor to the Owner shall only be made in U.S. Dollars. If payment is received in foreign currency the Owner may, in its sole discretion, reject such payment and require immediate compensation in U.S. Dollars.

31. **PAYMENT TO SUBCONTRACTORS**: A contractor awarded a contract under this solicitation is hereby obligated:
    a. To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Owner for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
    b. To notify the Owner and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.

The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month compounded monthly (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Owner, except for amounts withheld as stated in 2 above. The date of mailing of any payment by postage prepaid U.S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Owner.

32. **ASSIGNMENT OF CONTRACT**: A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Purchasing Agent.

33. **DEFAULT**: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Owner, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to another remedies which the Owner may have.

34. **ANTI-DISCRIMINATION**: By submitting their bids/proposals, Bidders/Offeror's certify to the Owner that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians with Disabilities Act, the Americans with Disabilities Act, the Virginia Human Rights Act (*Code of Virginia* § 2.2-3900 *et seq*.) and § 2.2-4311 of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1(E)).

In every contract over $10,000 the provisions in A and B below apply:

a. During the performance of this contract, the Contractor agrees as follows:
   1) The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
   2) The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
   3) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.

b. The Contractor will include the provisions of a. above in every subcontract or purchase order over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

35. **CHANGES TO THE CONTRACT**: Changes can only be made to the contract in one of the following ways:

a. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.

b. The Owner may order changes within the general scope of the contract at any time by written notice to the Contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Owner a credit for any savings. Said compensation shall be determined by one of the following methods.
   1) By mutual agreement between the parties in writing; or
   2) By agreeing in writing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Owner's right to audit the Contractor's records and/or determine the correct number of units independently; or
   3) By ordering the Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The Contractor shall present the Owner with all vouchers and records of expenses incurred and savings realized. The Owner shall have the right to audit the records of the Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Procurement Division within thirty (30) days from the date of receipt of the written order from the Procurement Division. If the parties fail to agree on an amount of adjustment, the questions of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for relieving disputes provided by the Disputes Clause of this contract. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the Contractor from promptly complying with the changes ordered by the Owner or with the performance of the contract generally.

c. No modification for a fixed price contract may be increased by more than 25% or $50,000, whichever is greater without the advanced written approval of the Board of Supervisors or the School Board, as applicable.

36.. **INDEMNIFICATION**: Contractor shall indemnify, keep and save harmless the Owner, its agents, officials, employees and volunteers against claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, cost and expenses which may otherwise accrue against the Owner in consequence of the granting of a contract or which may otherwise result therefrom, if it shall be determined that the act was caused through negligence or error, or omission of the Contractor or his or her employees, or that of the subcontractor or his or her employees, if any; and the Contractor shall, at his or her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith; and if any judgment shall be rendered against the Owner in any such action, the Contractor shall, at his or her own expenses, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep and save harmless and defend the Owner as herein provided.

37. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace"* means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

38. **TERMINATION:** Subject to the provisions below, the contract may be terminated by the Owner upon thirty (30) days advance written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
    a. Termination for Convenience**:** In the event that the contract is terminated upon request and for the convenience of the Owner, without the required thirty (30) days advance notice, then the Owner shall be responsible for payment of services up to the termination date.
    b. Termination for Cause: Termination by the Owner for cause, default or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any shall not apply. However, pursuant to the Default provision of these General Conditions, the Owner may hold the contractor responsible for any resulting additional purchase and administrative costs. The thirty (30) days advance notice requirement is waived in the event of Termination for Cause.
    c. Termination Due to Unavailability of Funds in Succeeding Fiscal Years: When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled without any liability or penalty to Owner.

39.USE OF CONTRACT BY OTHER PUBLIC BODIES: Except as prohibited by the current *Code of Virginia*, all resultant contracts will be extended, with the authorization of the Contractor, to other public bodies of the Commonwealth of Virginia and all currently active members of the Metropolitan-Washington Council of Governments (MWCOG) or, Mid-Atlantic Purchasing Team, to permit their ordering of supplies and/or services at the prices and terms of the resulting contract. If any other public body decides to use the final contract, the Contractor must deal directly with that public body concerning the placement or orders, issuance of the purchase order, contractual disputes, invoicing and payment. Fauquier County acts only as the "Contracting Agent" for these public bodies. Any resulting contract with other public bodies shall be governed by the laws of that specific entity. It is the Contractor's responsibility to notify the public bodies of the availability of the contract. Fauquier County shall not be held liable for any costs or damage incurred by another public body as a result of any award extended to that public body by the Contractor.

40. **AUDIT:** The Contractor hereby agrees to retain all books, records and other documents relative to this contract for five years after final payment, or until audited by the Owner, whichever is sooner. The agency, its authorized agents, and/or Owner auditors shall have full access to and right to examine any of said materials during said period.

41. **SEX OFFENDER REGISTRY NOTIFICATION:** The Contractor shall not employ on school property any employee who is a registered sex offender and shall enforce the same restriction upon all sub-contractors and agents of Contractor. Prior to starting work and quarterly during performance of the work, the Contractor shall check the Virginia State Police Sex Offender Registry to verify sex offender status of all employees and agents of Contractor and Sub-Contractors who are employed on school property by the Contractor or Sub-Contractor. The Contractor shall furnish the Owner with evidence verifying compliance with the services.

    Prior to starting work on-site, the Contractor shall submit a completed Fauquier County Public Schools "CERTIFICATION OF NO CRIMES AGAINST CHILDREN" form, a copy of which is included in this solicitation.

42. **COMPLIANCE WITH FEDERAL, STATE, AND LOCAL LAWS AND FEDERAL IMMIGRATION LAW:** During the term of any contract, the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth of Virginia, knowingly employ an unauthorized alien as defined in the Federal Immigration Reform and Control Act of 1986.

43. **ASBESTOS NOTIFICATION**: As required by the Environmental Protection Agency Asbestos Hazard Emergency Response Act 40 CFR, subpart E, 763.93, information regarding asbestos inspections, response actions, and post response activities is on file in a full asbestos report located in the main office of each school. Contractors bear full responsibility to review this material prior to commencing any activity at a school site.

44. **VIRGINIA STATE CORPORATION COMMISSION:** If required by law, the Contractor shall maintain a valid certificate of authority or registration to transact business in Virginia with the Virginia State Corporation Commission as required by Title 13.1 of the *Code of Virginia*, during the term of the Contract or any Contract renewal. The Contractor shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth to be revoked or cancelled at any time during the terms of the contract. If the Contractor fails to remain in compliance with the provisions of this section, the contract is voidable at the option of Owner.

45. **ADA WEBSITE-RELATED ACCESSIBILITY:** Any Contractor who performs services, designs, develops content, maintains or otherwise bears responsibility for the content and format of Owner's website(s) or third-party programs accessed through Owner's website(s), acknowledges receipt of, and responsibility to implement the accessibility standards found in the U.S. Department of Justice publication entitled "Accessibility of State and Local Government Websites to People with Disabilities," available at www.ada.gov/websites2.htm or, as attached directly to the solicitation. Contractor services as noted, shall conform to § 508 of Title III of the Americans with Disabilities Act (ADA) and the World Wide Web Consortium's (W3C) Web Content Accessibility Guidelines (WCAG 2.0 AA), most current versions, in addition to the Owner's web accessibility policy.

DELIVERY PROVISION

46. **SHIPPING INSTRUCTIONS-CONSIGNMENT:** Unless otherwise specified in the solicitation each case, crate, barrel, package, etc., delivered under the contract must be plainly stenciled or securely tagged, stating the Contractor's name, purchase order number, and delivery address as indicated in the order. Where shipping containers are to be used, each container must be marked with the purchase order number, name of the Contractor, the name of the item, the item number, and the quantity contained therein. Deliveries must be made within the hours of 8:00 a.m. – 2:30 p.m. Deliveries at any other time will not be accepted unless specific arrangements have been previously made with the designated individual at the delivery point. No deliveries will be accepted on Saturdays, Sundays and holidays unless previous arrangements have been made. It shall be the responsibility of the contractor to insure compliance with these instructions for items that are drop-shipped.

47. **RESPONSIBILITY FOR SUPPLIES TENDERED:** The Contractor shall be responsible for the materials or supplies covered by the contract until they are delivered at the designated point, but the Contractor shall bear all risk on rejected materials or supplies after notice of rejection. Rejected materials or supplies must be removed by and at the expense of the contractor promptly after notification of rejection, unless public health and safety require immediate destruction or other disposal of rejected delivery. If rejected materials are not removed by the Contractor within ten (10) days after date of notification, the Owner may return the rejected materials or supplies to the Contractor at his or her risk and expense or dispose of them as its own property.

48. **INSPECTIONS:** The Owner reserves the right to conduct any test/inspection it may deem advisable to assure supplies and services conform to the specification. Inspection and acceptance of materials or supplies will be made after delivery at destinations herein specified unless otherwise stated. If inspection is made after delivery at destination herein specified, the Owner will bear the expense of inspection except for the value of samples used in case of rejection. Final inspection shall be conclusive except in regard to latent defects, fraud or such gross mistakes as to amount to fraud. Final inspection and acceptance or rejection of the materials or supplies will be made as promptly as practicable, but failure to inspect and accept or reject materials or supplies shall not impose liability on the Owner for such materials or supplies as are not in accordance with the specifications.

49. **COMPLIANCE:** Delivery must be made as ordered and in accordance with the solicitation or as directed by the Procurement Division when not in conflict with the bid/contract. The decision as to reasonable compliance with delivery terms shall be final. Burden of proof of delay in receipt of goods by the purchaser shall rest with the Contractor. Any request for extension of time of delivery from that specified must be approved by the Procurement Division, such extension applying only to the particular item or shipment affected. Should the Contractor be delayed by the Owner, there shall be added to the time of completion a time equal to the period of such delay caused by the Owner. However, the contractor shall not be entitled to claim damages of extra compensation for such delay or suspension. These conditions may vary for construction contracts.

50. **POINT OF DESTINATION:** All materials shipped to the Owner must be shipped F.O.B. DESTINATION unless otherwise stated in the contract. The materials must be delivered to the "Ship To" address indicated on the purchase order.

51. **REPLACEMENT:** Materials or components that have been rejected by the Procurement Division, in accordance with the terms of the contract, shall be replaced by the Contractor at no cost to the Owner.

52. **PACKING SLIPS OR DELIVERY TICKETS:** All shipments shall be accompanied by Packing Slips or Delivery Tickets and shall contain the following information for each item delivered:
    - Purchase Order Number,
    - Name of Article and Stock Number,
    - Quantity Ordered,
    - Quantity Shipped,
    - Quantity Back Ordered,
    - The Name of the Contractor.

    Contractors are cautioned that failure to comply with these conditions shall be considered sufficient reason for refusal to accept the goods.

BIDDER/CONTRACTOR REMEDIES

53. **PROTEST OF AWARD OR DECISION TO AWARD:** Any Bidder/Offeror who desires to protest the award or decision to award a contract, by either Fauquier County or the Fauquier County School Board, shall submit such protest in writing to the County Administrator (if the award or decision to award was made by Fauquier County) or the Superintendent of Schools (if the award or decision to award was made by the Fauquier County School Board), no later than ten (10) days after public notice of the award or announcement of the decision to award, whichever comes first. No protest shall lie for a claim that the selected bidder/Offeror is not a responsible bidder/Offeror. The written protest shall include the basis for the protest and the relief sought. The County Administrator or the Superintendent of Schools, as the case may be, shall issue a decision in writing within ten (10) days stating the reasons for the action taken. This decision shall be final unless the bidder/Offeror appeals within ten (10) days of the written decision by instituting legal action as provided in § VIII.H.3 of the County's Procurement Policy. Nothing in this paragraph shall be construed to permit an Offeror to challenge the validity of the terms or conditions of the solicitation.

54.. **DISPUTES:** Contractual claims, whether for money or other relief, shall be submitted in writing to the Superintendent of Schools (if the claim is against the Fauquier County School Board) or the County Administrator (if the claim is against Fauquier County) no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amount agreed due in the final payment. A written decision upon any such claims will be made by the School Board (if the claim is against the Fauquier County School Board) or the County Board of Supervisors (if the claim is against Fauquier County) within sixty (60) days after submittal of the claim. The Contractor may not institute legal action prior to receipt of the School Board or Board of Supervisors (whichever is applicable) decision on the claim unless the applicable party fails to render such decision within sixty (60) days. The decision of the School Board or Board of Supervisors (as applicable) shall be final and conclusive unless the Contractor within six (6) months of the date of the final decision on a claim, initiates legal action as provided in *Code of Virginia* § 2.2-4364. Failure of the School Board or Board of Supervisors to render a decision within sixty (60) days shall not result in the Contractor being awarded the relief claimed nor shall it result in any other relief or penalty. Should the School Board or Board of Supervisors (as applicable) fail to render a decision within sixty (60) days after submittal of the claim, the Contractor may institute legal action within six (6) months after such 60-day period shall have expired, or the claim shall be deemed finally resolved. No administrative appeals procedure pursuant to *Code of Virginia* § 2.2-4365 has been established for contractual claims under this contract.

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: VTS-1543-2021

This contract entered into this 4th day of May 2021 by Johnson Controls US Holdings LLC d/b/a Johnson Controls Fire Protection LP hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Polytechnic Institute and State University called "Virginia Tech."

WITNESSETH that the Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the inspection, test and repair of fire alarm systems to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From July 1, 2021 through June 30, 2023 with an option for four (4) two (2) year renewals as negotiated.

COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the Contract Documents.

CONTRACT DOCUMENTS: The Contract Documents shall consist of this signed contract, Request for Proposal (RFP) number 0061573 dated October 27, 2020, together with Addendum Number 1 To RFP dated November 20, 2020, the proposal submitted by the Contractor dated December 1, 2020 and the negotiation summary, all of which Contract Documents are incorporated herein.

ELECTRONIC TRANSACTIONS: If this paragraph is initialed by both parties, to the fullest extent permitted by Code of Virginia, Title 59.1, Chapter 42.1, the parties do hereby expressly authorize and consent to the use of electronic signatures as an additional method of signing and/or initialing this contract and agree electronic signatures (for example, the delivery of a PDF copy of the signature of either party via facsimile or electronic mail or signing electronically by utilizing an electronic signature service) are the same as manual executed handwritten signatures for the purposes of validity, enforceability and admissibility.

DS JJ / DS MH

(Initials)

In WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Contractor
By: DocuSigned by: Jeff Jackman 07167A4E81F74D3...
(Signature)

Jeff Jackman Area General Manager
Name and Title

Virginia Tech
By: DocuSigned by: Mary Helmick 5943314E5CD3478...

Mary W. Helmick
Director of Procurement

VIRGINIA TECH™

Request for Proposal # 0061573

For

Inspection, Testing & Repair of Fire Alarm Systems

October 27, 2020

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

RFP 0061573
GENERAL INFORMATION FORM

QUESTIONS: All inquiries for information regarding this solicitation should be directed to: John Spence, CPPB Phone: (540) 231-3333 e-mail: jspenc@vt.edu

DUE DATE: Proposals will be received until November 24, 2020 at 3:00 PM. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.

PROPOSAL SUBMISSION:
Bids or Proposals may NOT be hand deliver to the Procurement Office.

Due to the COVID-19 Emergency Declaration, Virginia Tech will be accepting electronic submission of proposals. All submissions should be submitted to procurement@vt.edu with the RFP number, due date, and time in the subject line of the email.

Virginia Tech will not confirm receipt of proposals. It is the responsibility of the proposers to make sure their proposal is delivered on time. Delivery Confirmation functionality is recommended from the proposer's email system.

Attachments must not exceed 25MB to avoid delivery issues thru email servers.

TYPE OF BUSINESS: (Please check all applicable classifications). If your classification is certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), provide your certification number: _____. For assistance with SWaM certification, visit the SBSD website at http://sbsd.virginia.gov/ .

____ **Large**

____ **Small business** – An independently owned and operated business which, together with affiliates, has 250 or fewer employees or average annual gross receipts of $10 million or less averaged over the previous three years. Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) certified women-owned and minority-owned business shall also be considered small business when they have received SBSD small business certification.

____ **Women-owned business** – A business concern that is at least 51% owned by one or more women who are U. S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law, and both the management and daily business operations are controlled by one or more women who are U. S. citizens or legal resident aliens.

____ **Minority-owned business** – A business concern that is at least 51% owned by one or more minority individuals (see Section 2.2-1401, Code of Virginia) or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

COMPANY INFORMATION/SIGNATURE: In compliance with this Request For Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the goods or services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.

<table>
<tr><td colspan="2">FULL LEGAL NAME (PRINT)
(Company name as it appears with your Federal Taxpayer Number)</td><td colspan="2">FEDERAL TAXPAYER NUMBER (ID#)</td></tr>
<tr><td colspan="2">BUSINESS NAME/DBA NAME/TA NAME
(If different than the Full Legal Name)</td><td colspan="2">BILLING NAME
(Company name as it appears on your invoice)</td></tr>
<tr><td colspan="2">PURCHASE ORDER ADDRESS</td><td colspan="2">PAYMENT ADDRESS</td></tr>
<tr><td colspan="3">CONTACT NAME/TITLE (PRINT)</td><td>E-MAIL ADDRESS</td></tr>
<tr><td>TELEPHONE NUMBER</td><td>TOLL FREE TELEPHONE NUMBER</td><td>FAX NUMBER TO RECEIVE E-PROCUREMENT ORDERS</td><td></td></tr>
</table>

I acknowledge that I have received the following addendums posted for this solicitation.

1 _____ 2 _____ 3 _____ 4 _____ 5_____ 6_____ (Please check all that apply)

Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the Code of Virginia, 2.2 – 3102 - 3112

YES_____ NO_____

SIGNATURE _____ Date: _____

08/01/2020

I. PURPOSE:

The purpose of this Request for Proposal (RFP) is to solicit proposals to establish a contract through competitive negotiations for inspection, testing & repair of fire alarm systems by Virginia Polytechnic Institute and State University (Virginia Tech), an agency of the Commonwealth of Virginia.

II. SMALL, WOMAN-OWNED AND MINORITY (SWAM) BUSINESS PARTICIPATION:

The mission of the Virginia Tech supplier opportunity program is to foster inclusion in the university supply chain and accelerate economic growth in our local communities through the engagement and empowerment of high quality and cost competitive small, minority-owned, women-owned, and local suppliers. Virginia Tech encourages prime suppliers, contractors, and service providers to facilitate the participation of small businesses, and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other inclusive and innovative relationships.

III. CONTRACT PERIOD:

The term of this contract is for two (2) year(s), or as negotiated. There will be an option for four (4) two (2) year renewals, or as negotiated.

IV. BACKGROUND:

Virginia Polytechnic Institute and State University (Virginia Tech) is located in Blacksburg, Virginia, approximately 40 miles southwest of Roanoke, Virginia, the major commercial hub of the area. In addition to the university's main campus in Blacksburg, major off campus locations include twelve agriculture experiment research stations, the Marion duPont Scott Equine Medical Center and graduate centers in Roanoke and Fairfax, Virginia. Regularly scheduled air service is provided at the Roanoke Regional Airport.

Dedicated to its motto, Ut Prosim (That I May Serve), Virginia Tech takes a hands-on, engaging approach to education, preparing scholars to be leaders in their fields and communities. As the Commonwealth's most comprehensive university and its leading research institution, Virginia Tech offers 240 undergraduate degree programs to more than 31,000 students and manages a research portfolio of nearly $513 million. The university fulfills its land-grant mission of transforming knowledge to practice through technological leadership and by fueling economic growth and job creation locally, regionally, and across Virginia.

Virginia Tech requires the services of Contractor(s) to provide inspection, testing and repair of existing fire alarm systems. This includes the need for Contractors to provide emergency services, as well as the ability to provide parts for fire alarm systems not under current warranty/guarantee.

V. EVA BUSINESS-TO-GOVERNMENT ELECTRONIC PROCUREMENT SYSTEM:

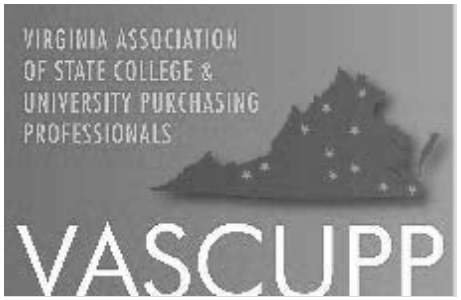
The eVA Internet electronic procurement solution streamlines and automates government purchasing activities within the Commonwealth of Virginia. Virginia Tech, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods and services. *We are, therefore, requesting that your firm register as a vendor within the eVA system.*

There are transaction fees involved with the use of eVA. These fees must be considered in the provision of quotes, bids and price proposals offered to Virginia Tech. Failure to register within the eVA system may result in the quote, bid or proposal from your firm being rejected and the award made to another vendor who is registered in the eVA system.

Registration in the eVA system is accomplished on-line. Your firm must provide the necessary information. Please visit the eVA website portal at http://www.eva.virginia.gov/pages/eva-registration-buyer-vendor.htm and **register both with eVA and Ariba**. *This process needs to be completed before Virginia Tech can issue your firm a Purchase Order or contract.* If your firm conducts business from multiple geographic locations, please register these locations in your initial registration.

For registration and technical assistance, reference the eVA website at: http://www.eva.virginia.gov, or call 866-289-7367 or 804-371-2525.

VI. CONTRACT PARTICIPATION:



It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or Virginia Tech's affiliated corporations and/or partnerships may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor shall notify Virginia Tech in writing of any such entities accessing the contract, if requested. No modification of this contract or execution of a separate contract is required to participate. The Contractor will provide semi-annual usage reports for all entities accessing the Contract, as requested. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from Virginia Tech. Virginia Tech shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that Virginia Tech is not responsible for the acts or omissions of any entity, and will not be considered in default of the contract no matter the circumstances.

Please refer to Attachment B, Zone Map, if the offeror wishes to submit separate pricing structure based on approved zones for cooperative institutions. Refer to Attachment B for the approved Zone Map. If no other prices are offered, pricing provided will apply to all zones in the Commonwealth. If you wish to provide pricing for a zone other than which this solicitation originated, please indicate you are doing so in the response. If you anticipate pricing differentials for different zones, a separate pricing sheet must be submitted for each zone that includes appropriate pricing for that zone.

Use of this contract does not preclude any participating entity from using other contracts or competitive processes as the need may be.

VII. STATEMENT OF NEEDS:

A. Overview:

Virginia Tech requires the services of a Contractor to provide inspections, tests, repairs, emergency services and fire alarm parts for the existing fire alarm systems as necessary to maintain all the fire alarms systems on campus.

B. Qualifications and Experience: Virginia Tech requires the services of a contractor that has:

1. Experience in performing inspections, tests and repairs of similar scope and magnitude as described herein.

2. Experience in performing similar services on equipment of the type, age and condition as described herein.

3. A thorough understanding of the current Statewide Fire Prevention Code of the Commonwealth of Virginia, the Virginia Uniform Statewide Building Code (VUSBC), The International Building Code Council, National Fire Prevention Code, applicable National Fire Protection Association (NFPA) codes and UL standards.

C. Contractors Personnel:

1. The Contractor shall have experienced fire alarm technicians (minimum of 5-years experience preferred), properly trained and qualified to perform required inspection, testing, repair and installation services on the type of fire alarm system equipment included in this solicitation. Must have a thorough knowledge of the standard practices, materials, codes and processes of building fire alarm system equipment and the ability to efficiently use the tools, equipment and materials of the fire alarm technician trade. Must be able to supervise one or more assistants.

2. The Contractor shall provide and keep up to date a list of all personnel performing work under this contract with written evidence of the personnel's qualifications and certifications submitted in advance of commencement of service.

D. Service Requirements:

1. The scope of the inspection, test and repair of fire alarm systems shall include all equipment inspection, testing and repair services required by the applicable fire prevention codes on two separate and distinct categories of services as follows:

a. Inspection and Test

b. Repair

The Contractor shall provide all labor, tools, equipment, and all incidentals required and/or implied for the complete and satisfactory performance of the inspection, test and repair of fire alarm systems. Virginia Tech reserves the right to reject services from any personnel deemed by Virginia Tech to be unqualified, disorderly, or otherwise unable to perform assigned work. Inspection, test and repair of fire alarm systems shall be provided on a regularly schedule basis and performed in strict accordance with all applicable fire prevention codes, regulation and standards.

2. All smoke detectors and duct detectors shall be thoroughly cleaned before testing. Testing of smoke detectors and duct detectors shall be an accomplished using a suitable smoke producing test device to assure smoke entry into the sensing chamber. Heat detectors shall be tested using a heat-producing device that does not use an open flame.

3. Repair services shall be provided on an as needed hourly labor rate basis and performed in strict accordance with all applicable building codes, fire prevention codes, regulations and standards. Replacement materials, parts and equipment required in the performance of the repair services may be provided by the Contractor, but only on the basis of discount off a Published List Price. Virginia Tech will retain all parts replaced by the Contractor. Repairs made by the Contractor must not void the United Laboratories, Inc. (U.L.) or other approved third party laboratory listing.

4. Rapid response to emergency repair calls is of the utmost importance. The Contractor should have qualified service personnel on the job at the work site within two (2) hours from the time the call for emergency repair service is received by the Contractor. This service should be available twenty four (24) hours a day, three hundred sixty five (365) days a year.

5. All equipment repairs shall be performed on site whenever possible. Off-site repairs must be approved in advance by Virginia Tech.

6. The Contractor must provide a written estimate of the cost of repair services to Virginia Tech and receive prior written authorization to proceed. Equipment repair services performed by the Contractor without such prior written authorization may not be processed for payment. Equipment repairs performed by the Contractor as a result of an emergency repair call will not require prior written estimates and written authorization. Virginia Tech reserves the right to bid separately any repairs, modifications, and equipment replacement.

E. Fire Alarm System Equipment Inventory:

1. An inventory of the fire alarm system equipment is included as Attachment C.

2. All information included in the fire alarm system equipment inventories provided as attachments to this solicitation is based on the best information available to Virginia Tech at the time of this solicitation. Virginia Tech does not guarantee the accuracy of this information. The Contractor shall verify and update the fire alarm system equipment inventories as part of the service requirements of any resulting contract.

F. Reports:

1. A written report shall be submitted to Virginia Tech upon the completion of, and on the same day as, any inspection, test or repair work. The report may be made on the Contractor's form, to be approved by Virginia Tech and shall minimally include the following:

   a. Company Name; Technician(s) Name(s); Helper(s) Name(s) (if applicable); Time and date of inspection or repair work.

b. Identification of System Serviced or Repaired; Checklist of Examinations Made and Work Performed; Time Worked; Type and Quality of Material and Parts Used.

c. Certification that the work was performed in accordance with the specification, signed by the Technician.

d. Needed repair work, problems, failures or malfunctions discovered during inspection or repair work.

e. Recommendations for extra inspection and testing if required by applicable codes.

f. All inspection and test reports shall include an itemized list of all deficiencies noted including all pertinent information.

G. Records:

The Contractor shall keep and maintain a file on each fire alarm system to contain accurate records of all inspections and repairs, including trouble calls, parts used, and all wiring and circuit changes and modifications made. The records are to be made available upon request by Virginia Tech.

H. Quality Control Program:

The Contractor shall establish and follow a quality control program for the purpose of identifying and correcting deficiencies in the quality of services performed before the level of service becomes unacceptable. This program may involve periodic inspections or supervision of work performed by the Contractor, or any other program to insure a sufficient level of service.

I. Other Requirements:

1. Parking Policy: All Contractor vehicles parked on the Virginia Tech campus must display a parking permit. Contractors shall note that vehicles parked on the Virginia Tech campus without a parking pass or permit are subject to ticketing and fines.

   For overnight parking, the Contractor's company owned vehicles shall use the parking lot in front of Virginia Tech Printing Services and Surplus Property offices at 1411 South Main Street also known as the old K-Mart parking lot. Privately owned vehicles (POV) may park at the location. No overnight (24 hours) parking is allowed on campus. If parking POV's on campus, Parking Services will identify which lot the POV shall park; currently the Track/Soccer, Overflow or East Cassell lot. To be entitled to park in these lots the Contractor shall be required to buy a daily, weekly, monthly or annual permit from Parking Services. It shall be the responsibility of the Contractor to shuttle employees to the job site.

   If the need arises, Virginia Tech may direct that Contractor owned vehicles be parked in a location or locations other than 1411 South Main Street, Blacksburg, VA.

2. Turf Permits: These permits are issued by Parking Services to all vehicles requiring temporary parking on the grass except for construction equipment, loaders, graders, etc. Parking Services' management shall decide who can obtain a Turf Permit. This permit does

not allow parking on sidewalks and plazas. As a courtesy please do not park under trees. Refer to University Policy 5000, Section 2.9.12, point 6 on the internet for more details. There will be a $50 charge per permit for all non state vehicles.

3. Sidewalk Policy: Sidewalk access to land-locked buildings is only allowed along designated routes. Vehicle pull-offs are designed at land-locked building sites to move parked vehicles off sidewalks (but not onto turf). Parking an unattended vehicle on a sidewalk is strictly prohibited by State Law and shall be subject to fines. The vehicle operator shall be made aware that extreme caution shall be used to operate the vehicle in a way that will not be a hazard or hindrance to pedestrians using the sidewalk. The Contractor shall be responsible for any damage to the turf and anything that is located adjacent to the sidewalk.

   The procedure to obtain a permit to operate vehicles on a sidewalk is the same as outlined for Turf Policy. Any vehicle parked illegally on a sidewalk shall be subject to ticketing, fines and towing if necessary.

4. Traffic Control: The Contractor shall coordinate with the Virginia Tech Police Department where roadways must be blocked or where vehicular traffic must be restricted during the performance of the services included herein. Except for emergencies, the Contractor shall not block or otherwise restrict vehicular traffic without the prior approval of the Virginia Tech Police Department.

5. Uniforms: All employees of the Contractor and Subcontractor shall wear uniforms or other appropriate Virginia Tech approved attire at all times to designate their affiliation with the Contractor.

6. Work Schedule: Hourly rate work shall normally be performed according to Virginia Tech's work schedule which at present is 8:00 a.m. to 4:30 p.m. with ½ hour for lunch. The work schedule may be adjusted as agreed upon by Virginia Tech and the Contractor. The work schedule for unit price work shall be as agreed upon for each project by Virginia Tech and the Contractor.

7. Time Paid: For hourly rate personnel and equipment (used during project use) shall start upon arrival and sign-in at Virginia Tech and end upon sign-out and shall not include travel time, lunch breaks, or other breaks. Time shall be rounded to the nearest ½ hour.

8. Overtime Rates: Shall be paid for time worked over forty hours in a single week for Virginia Tech, (week ending Friday), and Saturdays and Sundays, except when the work schedule has been changed in agreement with Virginia Tech and the Contractor. Overtime rate shall be 1.5 times the regular rate as bid for hourly rate personnel only. Overtime rates shall not apply to equipment. Time shall be rounded to the nearest ½ hour.

9. Safety Precautions: The Contractor shall comply with the rules and regulations of OSHA and the Department of Labor. The Contractor alone shall be responsible for the safety, efficiency and adequacy of his plant, appliances, and methods, and for any damage which may result from their improper construction, maintenance or operation. The Contractor shall erect and properly maintain at all times, as required by the conditions and progress of the work, proper safeguards for the protection of workers and the public and shall post danger warnings against any hazards created by the construction operations. The Contractor shall designate a responsible member of his organization on the work whose duty shall be the prevention of accidents. In the absence of notice to the contrary, filed with the Owner in

writing with copy to Virginia Tech Police, this person shall be the Superintendent of the Contractor.

10. Asbestos: The Contractor is contracted by Virginia Tech to perform work in buildings where asbestos containing materials (ACM) may be located. The Contractor will be informed by the Virginia Tech project coordinator/manager of the location of suspect and known ACM in the work area(s) to which the Contractor is assigned. The Contractor shall under no circumstances damage or disturb suspect or known ACM's unless the Contractor has been specifically retained to perform this work as a part of the contract and the Contractor holds a valid Virginia Asbestos Contractor License. The Contractor shall provide his/her employees with asbestos awareness and other training or activities required by 29 CFR 1926.1101 for the safe performance of their work. Prior to commencement of work, the Contractor shall submit to Virginia Tech Facilities Safety (FS), for review and approval, his written work practices, precautions, procedures, and engineering controls to be used during work that may disturb ACM. Work shall not proceed until the proposed work practices have been approved by FS.

    No asbestos containing materials, including floor materials or flooring adhesives, roofing materials or roof mastics, are permitted for new installations.

11. Lead: The Contractor is contracted by Virginia Tech to perform work in buildings where lead-containing materials such as lead-based paint may be located. Work performed under this contract may impact these lead materials (for example, during building renovations), but does not include lead abatement or de-leading operations. The Contractor will be informed by Virginia Tech project coordinator/manager of the location of suspect and known lead containing materials in the work area(s) to which the Contractor is assigned. The Contractor shall provide all employees on site with training and equipment required by 29 CFR 1926.62 for the safe performance of the work. The Contractor may not perform de-leading or lead abatement unless the Contractor holds a valid Virginia Lead Contractor License and has been specifically retained to perform this work as a part of the contract. Prior to commencement of this work the Contractor shall submit to Virginia Tech FS Department, for review and approval, all his written work practices, precautions, procedures, and engineering controls to be used during work that may disturb Lead Containing Materials. Work shall not proceed until the proposed work practices have been approved by Facilities Safety (FS).

    No lead containing products shall be permitted for new installations.

12. Schedule of Tests: The Contractor should schedule tests of horns and other such tests which may cause disruption of activities on campus during school breaks or outside of normal working hours such as nights and weekends. Tests which are not expected to cause disruption of campus activities may be performed during normal work hours. The contractor shall coordinate all tests with Facilities Services.

13. Check-in and out Procedures: During the University's normal working hours, the Contractor personnel shall check-in with the designated Facilities Services representative immediately upon arrival to the University. Contractor personnel shall sign-in and pick up any keys they will need for access. Check out during University's normal working hours shall include sign out, and return of any keys issues. Outside the University's normal working hours, Contractor shall report to the Campus Police Department for check in and out. Additionally, Contractor personnel may be asked to check in and out with a building contact person.

14. Estimates of work: Upon request by Virginia Tech and for work with adequate plans and specifications or written directions, the Contractor shall prepare and submit to Virginia Tech a written estimate (quantity of each contract billable unit) required to perform the work specified under this contract. This work may then be performed by the Contractor only with Virginia Tech's written authorization. Invoices submitted by the Contractor for work preformed shall be itemized by each contract billable unit and the total dollar amount of the invoice(s) submitted shall not exceed the Contractor's written estimate. Virginia Tech reserves the right to make or obtain other estimates prior to authorizing the Contractor to proceed in order to comply with the requirements of state regulations to determine price reasonableness. If the estimate is considered not to be reasonable, the Contractor will be asked to review his estimate and resubmit. If the revised estimate is still considered to be unreasonable, Virginia Tech reserves the right to obtain the work from another source.

15. Scheduling of Repairs: The Contractor shall repair work with the designated University representative. Contractor personnel shall report to Virginia Tech within one hour of original appointment.

16. Duty to Protect Property: The Contractor shall continuously maintain adequate protection of all his work from damage and shall protect all other property from damage, injury, or loss arising in connection with the work. The Contractor shall make good any such damage, injury, or loss except such as may be directly the result of errors in the Contract Documents or such as shall be caused directly by the Owner.

17. Safety Precautions: The Contractor shall comply with the rules and regulations of OSHA and the Department of Labor. The Contractor alone shall be responsible for the safety, efficiency and adequacy of his plant, appliances, and methods, and for any damage which may result from their improper construction, maintenance or operation. The Contractor shall erect and properly maintain at all times, as required by the conditions and progress of the work, proper safeguards for the protection of workers and the public and shall post danger warnings against any hazards created by the construction operations. The Contractor shall designate a responsible member of his organization on the work whose duty shall be the prevention of accidents. In the absence of notice to the contrary, filed with the Owner in writing with copy to Virginia Tech Police, this person shall be the Superintendent of the Contractor. Please see the Contractor Safety Program posted on Virginia Tech's Environmental, Health and Safety Services website: http://www.ehss.vt.edu/programs/contractor_safety.php.

18. Disposal of Debris: The Contractor shall transport all waste off Virginia Tech property and dispose of it in a manner that complies with Federal, state, and local requirements unless otherwise indicated by Virginia Tech.

19. Fire Protection and Prevention: The Contractor shall perform work in a fire-safe manner. Contractor shall supply and maintain adequate firefighting equipment capable of extinguishing fires in the early stages.

20. Permits: The Contractor shall secure all the necessary permits for their work in the Town of Blacksburg, Virginia and the Virginia Tech Campus and comply with all applicable town, University and State laws, ordinances, policies, procedures/etc.

21. Key Control:

- No person shall knowingly possess an unauthorized key to property owned by Virginia Tech. Facilities Services' Key Control Office is the only authorized vendor for University key requests.
- All keys remain the property of Virginia Tech. Keys which are no longer needed must be returned to the Key Control Office.
- Stolen or lost keys must be reported immediately to the Virginia Tech Police Department & Key Control Office.
- The installation, changing or removal of locks shall be performed only by Facilities Services or an authorized Key Control Office designate.
- Unauthorized locks are prohibited on doors and if found will be removed and discarded. Any damage or repairs necessitated by the removal of unauthorized locks will be the responsibility of the contractor found in violation of this section.
- Keys should at no time be left unattended (hanging in a door lock, lying on a desk, etc.).
- Each Contractor will be responsible for developing and enforcing a key return policy to be submitted to Virginia Tech. All Contractors must surrender all University keys issued to them upon termination or completion of project.
- Keys are not to be transferred from their assigned carrier to another without proper documentation.
- The Contractor shall be responsible for the total cost of keys requested and for work done to re-secure an area whenever a key is lost or stolen.
- The contractor shall return any existing hardware removed from a project to the Key Control Office.
- No area outside of the project scope will be accessed by the contractor for an individual without the approval of the Owner's Representative designated as responsible for the area. Said designate will be responsible for verifying authority and identity of the individual requesting access.

22. Smoking Policy: Please refer to the Virginia Tech webpage http://www.policies.vt.edu/1010.pdf for Policies on Smoking.

23. Identification of Equipment: Identification of Equipment shall be made by the Contractor to Virginia Tech's satisfaction immediately upon award of contract, and may include alphanumeric identification of equipment, lists, equipment labels, and other measures as deemed necessary by Virginia Tech. All identification information and measures shall be kept strictly up to date at all times.

24. Submission of Lists: As soon as possible, after notice of Work Order and in any event not later than three days prior to the time fixed in the Work Order, the Contractor will submit in writing to the Owner a list of the names of Subcontractors the Contractor shall employ on the work. The list is to include all emergency contract phone/pager/cell-phone numbers of Contractor and Subcontractor. The list of Subcontractors is for the purpose of establishing what trades and portions of the work are to be performed under the Work Order. Identification of Equipment shall be made by the Contractor to Virginia Tech's satisfaction immediately upon award of contract, and may include alphanumeric identification of equipment, lists, equipment labels, and other measures as deemed necessary by Virginia Tech. All identification information and measures shall be kept strictly up to date at all times.

25. Purchasing Documentation: All orders picked up or delivered shall be accompanied by a receipt or packing slip indicating date of sale, work order number and items/quantities received. A separate receipt or packing slip must be provided for each work order number (to be supplied by Virginia Tech). No back-orders shall be allowed, except as agreed to in advance by Virginia Tech.
Invoices for items ordered and delivered shall be submitted by the Contractor directly to the payment address shown on the Contract or Purchase Order. Invoices shall be submitted on a bi-monthly basis during the week after receipt, and shall indicate the receipt or packing slip numbers, items and quantities received, date items were received, and verifiable pricing information including commodity, catalogue number, list price, discount, and discounted price. **Invoices shall be identified by the Virginia Tech work order number and/or Purchase Order number. Invoices shall also show the Virginia Tech Contract Number and remit-to address.**

    All buying shall be done by approved personnel identified in advance by Virginia Tech. Facilities shall not be responsible for any purchases made by unauthorized personnel. Contractor shall require a legible signature from all Virginia Tech personnel on orders picked up or delivered.

    Contractor shall indicate pricing and expected delivery date at time of order.

    Virginia Tech reserves the right to request supporting documentation on discounts, services charges, or other pricing provided by the Contractor at any time during the contract period.

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

Proposals should be as thorough and detailed as possible so that Virginia Tech may properly evaluate your capabilities to provide the required goods or services. Offerors are required to submit the following information/items as a complete proposal:

1. Price:

    Complete and detailed pricing schedule for the services proposed by the Offeror. A separate Pricing Schedule should be submitted for each category of services proposed. Equipment Catalogues and Published List Prices for all repair parts and equipment proposed should be included with all discounts off published list prices indicated. Pricing for inspection and testing shall be itemized on a per building basis.

    Discuss price firmness and include a plan for conveying price changes during renewal periods of any resulting contract.

2. Plan for Providing Services:

    Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

    a. Description of the specific services the Offeror proposes to provide to include but not be limited to when the services will be performed, by whom, and the anticipated time durations for typical services. Offeror must also clearly identify all inspection, testing

and maintenance services NOT included in the Offeror's proposal, which are required by the applicable fire prevention codes and that Virginia Tech should perform.

b. Description of all certification and reporting documentation to be provided by the Offeror in the performance of its work. Include samples of all Offeror's standard certificates, tags, and reports.

c. Identification of applicable fire prevention codes, regulations, standards and manufacturer's recommended practices to be followed by the Offeror in the performance of specific tasks proposed by the Offeror.

d. List of service equipment to be used by the Offeror in the performance of its work.

3. Qualifications and Experience:

   Provide Four (4) recent references, either educational or governmental, for whom you have provided the type of services described herein. Include the date(s) services were furnished, the client name, address and the name and phone number of the individual Virginia Tech has your permission to contact.

   Offeror's organization data, including size and structure of firm, joint venture and/or subcontractor arrangements is of any, location of branch offices, and financial standing.

   Complete and detailed description of the Offeror's qualifications and experience relative to the services described herein. Include proof of required certifications.

   Listing of Offeror's management and staff personnel to be used for this contract, designated by discipline and detailing qualifications and experience relative to the services described herein. Include a resume for each and proof of required certifications.

4. Participation of Small, Women-owned and Minority-owned Business (SWAM) Business:

   If your business cannot be classified as SWaM, describe your plan for utilizing SWaM subcontractors if awarded a contract. Describe your ability to provide reporting on SWaM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWaM, but has not been certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWaM certification, visit the SBSD website at http://www.sbsd.virginia.gov/

5. The return of the General Information Form and addenda, if any, signed and filled out as required.

B. General Requirements

1. RFP Response: In order to be considered for selection, Offerors shall submit a complete response to this RFP to include;

a. **One (1) electronic document** in WORD format or searchable PDF (*flash drive*) of the entire proposal as one document, INCLUDING ALL ATTACHMENTS emailed to **procurement@vt.edu**.

Reference the Due Date and Hour, and RFP Number in the subject line of the email. **No confirmation receipt will be provided by Virginia Tech.**

Any proprietary information should be clearly marked in accordance with 2.d. below.

b. Should the proposal contain **proprietary information**, provide **one (1) redacted electronic copy** of the proposal and attachments **with proprietary portions removed or blacked out**. This copy should be clearly marked *"Redacted Copy"* within the name of the document. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. Virginia Tech shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposals shall be made by the Offeror.

2. Proposal Preparation:

a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in Virginia Tech requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by Virginia Tech at its discretion. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

b. Proposals should be prepared simply and economically providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.

c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

d. Ownership of all data, material and documentation originated and prepared for Virginia Tech pursuant to the RFP shall belong exclusively to Virginia Tech and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other materials is submitted.

The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in rejection of the proposal.

3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to Virginia Tech. This will provide an opportunity for the Offeror to clarify or elaborate on the proposal but will in no way change the original proposal. Virginia Tech will schedule the time and location of these presentations. Oral presentations are an option of Virginia Tech and may not be conducted. Therefore, proposals should be complete.

IX. SELECTION CRITERIA AND AWARD:

A. Selection Criteria

Proposals will be evaluated by Virginia Tech using the following:

Criteria	Maximum Point Value
1. Quality of products/services offered and suitability for the intended purposes	20
2. Qualifications and experiences of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to provide the Services	25
4. Cost (or Price)	25
5. Participation of Small, Women-Owned and Minority (SWAM) Business	10
Total	100

B. Award

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposal, including price, if so stated in the Request for Proposal. Negotiations shall then be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, Virginia Tech shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Tech may cancel this Request for Proposal or reject proposals at any time prior to an award. Should Virginia Tech determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of this solicitation and the Contractor's proposal as negotiated. See Attachment C for sample contract form.

Virginia Tech reserves the right to award multiple contracts as a result of this solicitation.

XI. INQUIRIES:

All inquiries concerning this solicitation should be submitted in writing via email, citing the particular RFP section and paragraph number. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 4:00 PM on November 17, 2020. Inquiries must be submitted to the procurement officer identified in this solicitation.

XII. INVOICES:

Invoices for goods or services provided under any contract resulting from this solicitation shall be submitted by email to vtinvoices@vt.edu or by mail to:

Virginia Polytechnic Institute and State University (Virginia Tech)
Accounts Payable
North End Center, Suite 3300
300 Turner Street NW
Blacksburg, Virginia 24061

XIII. METHOD OF PAYMENT:

Virginia Tech will authorize payment to the contractor as negotiated in any resulting contract from the aforementioned Request for Proposal.

Payment can be expedited through the use of the Wells One AP Control Payment System. Virginia Tech strongly encourages participation in this program. For more information on this program please refer to Virginia Tech's Procurement website: http://www.procurement.vt.edu/vendor/wellsone.html or contact the procurement officer identified in the RFP.

XIV. ADDENDUM:

Any **ADDENDUM** issued for this solicitation may be accessed at http://www.apps.vpfin.vt.edu/html.docs/bids.php. Since a paper copy of the addendum will not be mailed to you, we encourage you to check the web site regularly.

XV. COMMUNICATIONS:

Communications regarding this solicitation shall be formal from the date of issue, until either a Contractor has been selected or the Procurement Department rejects all proposals. Formal communications will be directed to the procurement officer listed on this solicitation. Informal communications, including but not limited to request for information, comments or speculations regarding this solicitation to any University employee other than a Procurement Department representative may result in the offending Offeror's proposal being rejected.

XVI. CONTROLLING VERSION OF SOLICITATION:

The posted version of the solicitation and any addenda issued by Virginia Tech Procurement Services is the mandatory controlling version of the document. Any modification of/or additions to the solicitation by the Offeror shall not modify the official version of the solicitation issued by Virginia Tech Procurement Services. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, Virginia Tech reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

XVII. TERMS AND CONDITIONS:

This solicitation and any resulting contract/purchase order shall be governed by the attached terms and conditions, see Attachment A.

XVIII. CONTRACT ADMINISTRATION:

A. Lynn Eichhorn, Interim Director for Facilities Contracts, Facilities, at Virginia Tech or their designee, shall be identified as the Contract Administrator and shall use all powers under the contract to enforce its faithful performance.

B. The Contract Administrator, or their designee, shall determine the amount, quantity, acceptability, fitness of all aspects of the services and shall decide all other questions in connection with the services. The Contract Administrator, or their designee, shall not have authority to approve changes in the services which alter the concept or which call for an extension of time for this contract. Any modifications made must be authorized by the Virginia Tech Procurement Department through a written amendment to the contract.

XIX. ATTACHMENTS:

Attachment A - Terms and Conditions
Attachment B - Zone Map for Cooperative Contracts
Attachment C - Sample of Standard Contract Form

ATTACHMENT A

TERMS AND CONDITIONS

RFP GENERAL TERMS AND CONDITIONS

See:
http://procurement.vt.edu/content/dam/procurement_vt_edu/docs/terms/GTC_RFP_08012020.pdf

ADDITIONAL TERMS AND CONDITIONS

A. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides other than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the Agreement.

B. AUDIT: The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Virginia Tech, its authorized agents, and/or the State auditors shall have full access and the right to examine any of said materials during said period.

C. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that Virginia Tech shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

D. CANCELLATION OF CONTRACT: Virginia Tech reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

E. CONTRACT DOCUMENTS: The contract entered into by the parties shall consist of the Request for Proposal including all modifications thereof, the proposal submitted by the Contractor, the written results of negotiations, the Commonwealth Standard Contract Form, all of which shall be referred to collectively as the Contract Documents.

F. IDENTIFICATION OF BID/PROPOSAL EMAIL: Due to the COVID-19 emergency declaration, Virginia Tech will be accepting electronic submission of proposals. All submissions should be submitted to procurement@vt.edu with the **RFP number, due date, and time in the subject line of the email**. No confirmation receipt will be provided. It is the responsibility of the proposers to make sure their proposal is delivered on time. Delivery Confirmation receipts are highly recommended from the vendor side. Attachments must be smaller than 25MB in order to be received by the University.

The offeror takes the risk that if the email is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Bids or Proposals may **NOT** hand deliver to the Procurement Office.

G. NOTICES: Any notices to be given by either party to the other pursuant to any contract resulting from this solicitation shall be in writing via email.

H. SEVERAL LIABILITY: Virginia Tech will be severally liable to the extent of its purchases made against any contract resulting from this solicitation. Applicable entities described herein will be severally liable to the extent of their purchases made against any contract resulting from this solicitation.

I. CLOUD OR WEB HOSTED SOFTWARE SOLUTIONS: For agreements involving Cloud-based Web-hosted software/applications refer to link for additional terms and conditions: http://www.ita.vt.edu/purchasing/VT_Cloud_Data_Protection_Addendum_final03102017.pdf

SPECIAL TERMS AND CONDITIONS

ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this solicitation, no indication of such sales or services to Virginia Tech will be used in product literature or advertising. The contractor shall not state in any of the advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

ASBESTOS: Whenever and wherever during the course of performing any work under this contract, the Contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the Building Owner and await positive identification of the suspect material. During the downtime in such a case, the contractor shall not disturb any surrounding surfaces but shall inform all employees that the suspect material is not to be disturbed, and shall vacate and secure the area until an identification has been made if suspect debris is present. In the event the contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the contractor but without additional compensation due to the time extension.

CONTRACT PERIOD: The contract shall be for a period of two (2) years.

CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and/or subcontractor is properly licensed for providing the goods/services specified

Contractor Name: _____ Subcontractor Name: _____

License #: _____ Type: _____

CONTRACTOR'S TITLE TO MATERIALS: No materials or supplies for the work shall be purchased by the Contractor or by any Subcontractor subject to any chattel mortgage or under a conditional sales or other agreement by which an interest is retained by the seller. The contractor warrants that he has clear title to all materials and supplies for which he invoices for payment.

CRIMINAL CONVICTION CHECKS: All criminal conviction checks must be concluded prior to the Contractor's employees gaining access to the Virginia Tech Campus. Employees who have separated employment from Contractor shall undergo another background check prior to re-gaining access to the Virginia Tech campus. Contractor shall ensure subcontractors conduct similar background checks. Virginia Tech reserves the right to audit a contractor's background check process at any time. All employees have a duty to self-disclose any criminal conviction(s) occurring while assigned to the Virginia Tech campus. Such disclosure shall be made to Contractor, which in turn shall notify the designated Virginia Tech contract administrator within 5 days. If at any time during the term of the contract Virginia Tech discovers an employee has a conviction which raises concerns about university buildings, property, systems, or security, the contractor shall remove that employee's access to the Virginia Tech campus, unless Virginia Tech consents to such access in writing. Failure to comply with the terms of this provision may result in the termination of the contract.

DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. Virginia Tech will not assume any responsibility for receiving these shipments. Contractor shall check with Virginia Tech and make necessary arrangements for security and storage space in the building during installation.

ELECTRICAL INSTALLATION: All equipment/material shall–conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA),

American National Standards Institute (ANSI), and Underwriters' Laboratories, Incorporated (UL) or other Nationally Recognized Testing Laboratories (NRTL) currently listed with the US Department of Labor. All equipment and material, for which there are NEMA, ANSI, UL or other NRTL standards and listings, shall bear the appropriate label of approval for use intended.

INSPECTION OF JOB SITE: My signature on this solicitation constitutes certification that I have inspected the job site and am aware of the conditions under which the work must be accomplished. Claims, as a result of failure to inspect the job site, will not be considered by Virginia Tech.

INSURANCE:

By signing and submitting a Proposal/Bid under this solicitation, the offeror/bidder certifies that if awarded the contract, it will have the following insurance coverages at the time the work commences. Additionally, it will maintain these during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.
During the period of the contract, Virginia Tech reserves the right to require the contractor to furnish certificates of insurance for the coverage required.
INSURANCE COVERAGES AND LIMITS REQUIRED:

A. Worker's Compensation - Statutory requirements and benefits.
B. Employers Liability - $100,000.00
C. General Liability - $2,000,000.00 combined single limit. Virginia Tech and the Commonwealth of Virginia shall be named as an additional insured with respect to goods/services being procured. This coverage is to include Premises/Operations Liability, Products and Completed Operations Coverage, Independent Contractor's Liability, Owner's and Contractor's Protective Liability and Personal Injury Liability.
D. Automobile Liability - $500,000.
E. Builders Risk – For all renovation and new construction projects under $100,000 Virginia Tech will provide All Risk – Builders Risk Insurance. For all renovation contracts, and new construction from $100,000 up to $500,000 the contractor will be required to provide All Risk – Builders Risk Insurance in the amount of the contract and name Virginia Tech as additional insured. All insurance verifications of insurance will be through a valid insurance certificate.
F. *The contractor agrees to be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the contract, including but not limited to claims under the Worker's Compensation Act. The contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the contract.

MAINTENANCE MANUALS: The contractor shall provide with each piece of equipment an operations and maintenance manual with wiring diagrams, parts list, and a copy of all warranties.

PREVENTIVE MAINTENANCE: The contractor shall provide necessary preventive maintenance, required testing and inspection, calibration and/or other work necessary to maintain the equipment in complete operational condition during the warranty period.

PRICE ESCALATION/DEESCALATION: Price adjustments for changes in the contractor's price of materials, labor and transportation may be permitted. Request for price adjustments for any other reasons will not be granted. No price increases will be authorized for 365 calendar days after the effective date of the contract. Contractor shall give not less than 30 days advance notice prior to the annual renewal of the contract of any desired price increase.

The Contractor shall document the amount and proposed effective date of any general change in the price of materials, labor and transportation. Documentation shall be supplied with the contractor's request for increase which will (1) verify that the requested price increase is general in scope and not applicable just to Virginia Tech, and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers. Failure by the contractor to supply the aforementioned verification with the request for price increase will result in a delay of the effective date of such increase. The Virginia Tech Procurement Department may verify such change in price independently. The Virginia Tech Procurement Department may make such verification as it deems adequate. However, any increase which the Virginia Tech Procurement Department determines is excessive, regardless of any documentation supplied by the contractor, may be cause for cancellation of the contract by the Virginia Tech Procurement Department. The Virginia Tech Procurement Department will notify the contractor in writing of the effective date of any increase which is approved. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustments of the old contract prices.

"Across the Board" price decreases are subject to implementation at any time and shall be immediately conveyed to Virginia Tech. The contractor is further advised that price decreases which affect the price of materials, labor, and transportation are required to be passed on to Virginia Tech immediately. Failure to do so will result in action to recoup such amounts.

REFERENCES: Offerors/Bidders shall provide a list of at least three (3) references where similar goods and/or services have been provided. Each reference shall include the name of the organization, the complete mailing address, the name of the contact person and telephone number.

ORGANIZATION ADDRESS
CONTACT PERSON TELEPHONE

1. _____

_____

2. _____

_____

3. _____

_____

RENEWAL OF CONTRACT: This contract may be renewed by Virginia Tech upon written agreement of both parties for (four (4) successive two (2) year periods, under the terms of the current contract, and at a reasonable time (approximately 90 days) prior to the expiration.

SAFETY: The contractor bears sole responsibility for the safety of its employees. The contractor shall take all steps necessary to establish, administer, and enforce safety rules that meet the regulatory requirements of the Virginia Department of Labor and Industry (VDLI) and the Occupational Safety and Health Administration (OSHA). The contractor shall take steps as necessary to protect the safety and health of university employees, students, and visitors during the performance of their work. In addition, the contractor must also provide the university with a written safety program that it intends to follow in pursuing work under this contract. By entering into a contract with Virginia Tech, the contractor and its

subcontractors agree to abide by the requirements described in Safety Requirements for Contractors and Subcontractors located on Virginia Tech's Environmental, Health and Safety Services (EHSS) web site at this URL http://www.ehss.vt.edu/programs/contractor_safety.php. A copy of the publication may also be obtained by contacting EHSS at 540/231- 5985. No work under this contract will

SIDEWALK POLICY: Driving on sidewalks is allowed when there is no other way to get a needed vehicle to a designated place or building on campus. The vehicle operator shall be made aware that extreme caution shall be used to operate the vehicle in a way that will not be a hazard or hindrance to pedestrians using the walk. The contractor shall be responsible for any damage to turf and anything that is located adjacent to the walk. Parking an unattended vehicle on a sidewalk is strictly prohibited by State Law. The contractor is allowed to park a vehicle on a sidewalk if there is no other way to perform necessary work. The procedure to obtain a permit to operate a vehicle on sidewalks is the same as for the turf as outlined in Turf Policy. Any vehicle parked illegally on sidewalks shall be subject to ticketing, fines and towing if necessary.

SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of Virginia Tech. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish Virginia Tech the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by his subcontractor(s) and shall assure compliance with all requirements of the contract.

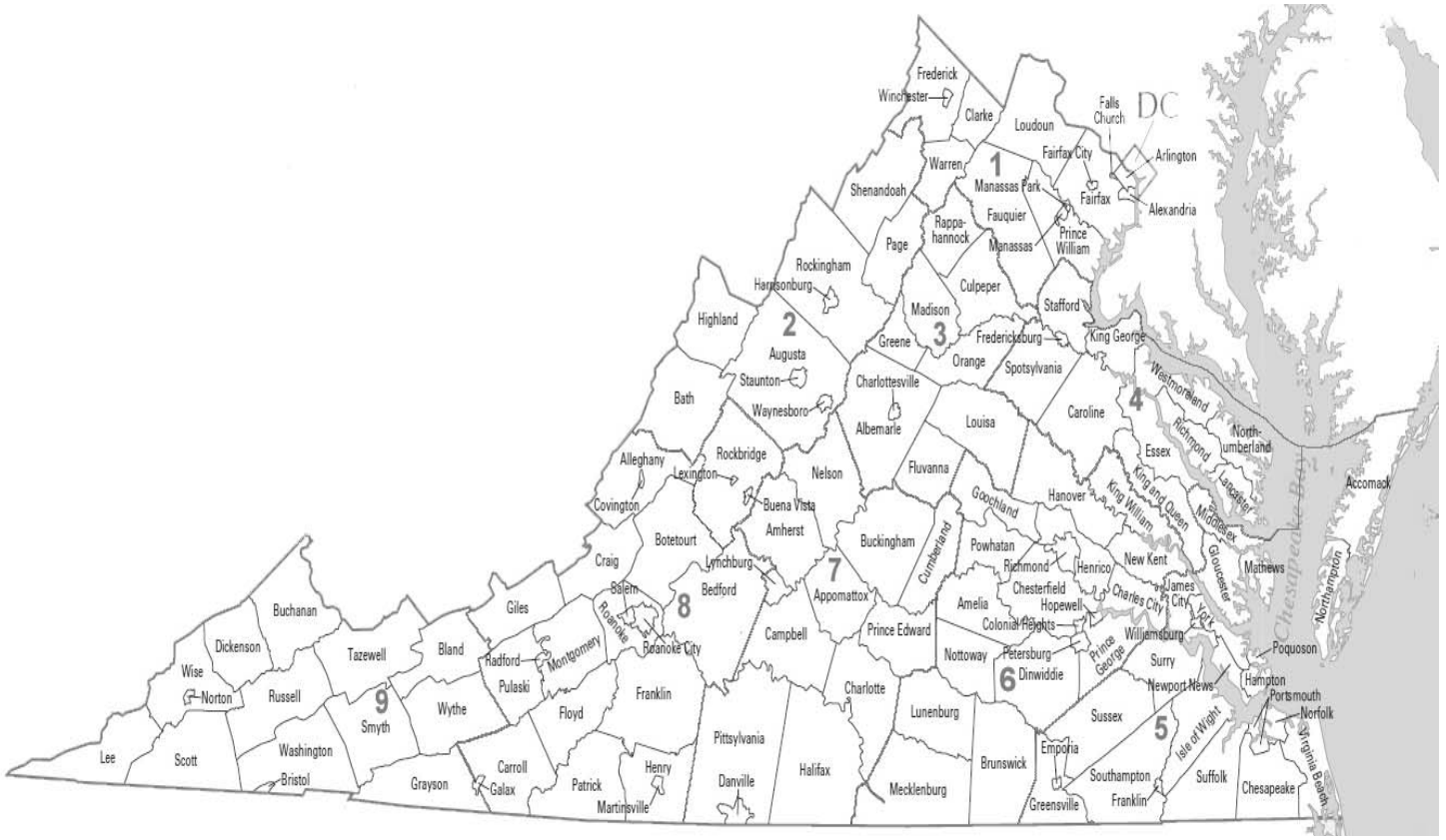
TURF POLICY: Parking or driving on campus turf or sidewalk is strictly prohibited, except as specifically directed or otherwise allowed by the Physical Plant Grounds Department. In this case, a turf permit must be obtained from Virginia Tech Parking Services and displayed by the vehicle. Turf parking is not allowed under the canopy of any tree on campus. Any vehicle parked illegally on turf or sidewalks shall be subject to ticketing and fines.

WARRANTY (COMMERCIAL): The contractor agrees that the supplies or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such supplies or services and that the rights and remedies provided therein are in addition to and do not limit those available to Virginia Tech by any other clause of this solicitation. A copy of this warranty must be furnished with the Proposal/Bid.

WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Owner's satisfaction at the contractor's expense.

ATTACHMENT B

Zone Map



Virginia Association of State College & University Purchasing Professionals (VASCUPP)

List of member institutions by zones

Zone 1 **George Mason University (Fairfax)**	**Zone 2** **James Madison University (Harrisonburg)**	**Zone 3** **University of Virginia (Charlottesville)**
Zone 4 **University of Mary Washington (Fredericksburg)**	**Zone 5** **College of William and Mary (Williamsburg)** **Old Dominion University (Norfolk)**	**Zone 6** **Virginia Commonwealth University (Richmond)**
Zone 7 **Longwood University (Farmville)**	**Zone 8** **Virginia Military Institute (Lexington)** **Virginia Tech (Blacksburg)** **Radford University (Radford)**	**Zone 9** **University of Virginia - Wise (Wise)**

The zone map is provided for the offeror to determine appropriate pricing structures based on approved zones for cooperative institutions. If no other prices are offered, pricing provided will apply to all zones in the Commonwealth. If you wish to provide pricing for a zone other than which this solicitation originated, please indicate you are doing so in the response. If you anticipate pricing differentials for different zones, a separate pricing sheet must be submitted for each zone that includes appropriate pricing for that zone

ATTACHMENT C

SAMPLE CONTRACT FORM

Standard Contract form for reference only
Offerors do not need to fill in this form

COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract Number:_____

This contract entered into this ____ day of _____ 20___, by _____, hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Polytechnic Institute and State University called "Virginia Tech".

WITNESSETH that the Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agrees as follows:

SCOPE OF CONTRACT: The Contractor shall provide the _____ to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From _____ through _____.

COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the contract documents.

CONTRACT DOCUMENT: The Contract Documents shall consist of this signed contract, Request For Proposal Number _____ dated _____, together with all written modifications thereof and the proposal submitted by the Contractor dated _____ and the Contractor's letter dated _____, all of which Contract Documents are incorporated herein.

In WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Contractor:	Virginia Tech
By:_____	By: _____
Title:_____	Title:_____

		PANELS	SMOKES	HEAT	PULLS	A/v'S	ANNUNC	DUCT DET	BEAM DET	CO DET	VESDA
ACADEMIC											
AGNEW	SIMPLEX 4100ES		7	2	10	29	0	10			
AIRPORT TRANSP SERV	SIMPLEX 4100ES		4	0	3	14	0	0			
AQUATICS	SIMPLEX 4100U		5	1	2	10	0	1			
ARMORY	SIMPLEX 4020		0	0	4	10	0	3			
ARCHITECTURE ANNEX	SIMPLEX 4100ES		53	2	9	49	0	1			
ART & DESIGN LEARNING CENTER	SIMPLEX 4020	2	0	0	7	23	0	3			
BIOINFORMATICS (STEGER)	SIMPLEX 4100ES		110	15	32	474	0	12			2
BISHOP-FAVRAO	SIMPLEX 4100ES		9	2	16	64	0	2			
BLACK BOX THEATER	SIMPLEX 4100U	2	14	8	8	26	0	3			
BURCHARD	SIMPLEX 4100ES		43	3	15	62	0	9			
BURRUSS	SIMPLEX 4100ES		177	106	36	298	0	11	1		
CHEATHAM	SIMPLEX 4100ES		66	8	16	109	0	6			
CHEM/PHYSICS (HAHN NORTH)	SIMPLEX 4100ES		89	4	13	115	0	6			
CLASSROOM BLDG	SIMPLEX 4100ES	2	32	3	13	129	0	9			
COWGILL	SIMPLEX 4100ES		14	8	14	111	0	13			
DAVIDSON	SIMPLEX 4100ES		56	6	26	120	0	31			
DERRING	SIMPLEX 4100ES		203	23	30	353	0	9			
DRONE PARK	SIMPLEX 4100ES		5	0	2	11	0	0			
DURHAM	SIMPLEX 4100ES		134	6	15	98	0	46			1
EAST HENDERSON	SIMPLEX 4100U		15	0	7	41	0	0			
ECOSYSTEMS LAB	SIMPLEX 4100ES		2	0	5	6	0	0			
ENGEL	SIMPLEX 4100ES		7	0	12	45	1	1			
FEMOYER	SIMPLEX 4100ES		52	2	15	18	0	0			
FIBER OPTICS	SIMPLEX 4100ES		8	0	3	18	0	5			
FOOD SCIENCE	SIMPLEX 4100ES	2	65	22	23	87	0	2			
FRALIN	SIMPLEX 4100ES		44	3	16	87	1	10			1
GEOTECH FACILITY	SIMPLEX 4100U		5	2	2	13	0	3			
GOODWIN	SIMPLEX 4100ES	8	49	9	21	306	0	19			
GROUNDS BUILDING	SIMPLEX 4100ES	1	10	9	10	22	0	2			
HABBI	SIMPLEX 4100ES	5	38	5	22	183	1	22			
HAHN/ROBESON	SIMPLEX 4100ES	4	73	0	30	104	0	4			1
HAMPTON ROADS AREC	SIMPLEX 4010	1	23	0	12	39	0	0			
HANCOCK	SIMPLEX 4100ES	1	27	4	39	24	0	5			
ICTAS II	SIMPLEX 4100ES	1	13	0	10	92	0	20			
ISCE	SIMPLEX 4100ES	1	20	1	8	24	0	0			

KELLY	SIMPLEX 4100ES	5	64	2	13	186	0	3			
KROEHLING FIRE FOUNDRY	SIMPLEX 4100ES		2	4	3	13	0	1			
LANE HALL	SIMPLEX 4100ES	1	29	0	17	89	0	5			
LATHAM HALL	SIMPLEX 4100ES	6	58	15	25	197	2	0			
LIBERAL ARTS BLDG	SIMPLEX 4100ES	1	9	2	8	70	0	7			
LIBRARY STORAGE	SIMPLEX 4100ES	1	29	0	6	18	0	4			
LIFE SCIENCES I	SIMPLEX 4100ES	5	23	5	13	251	0	0			
LITTON-REAVES	SIMPLEX 4100ES	3	213	9	30	331	1	10			
MAJOR WILLIAMS	SIMPLEX 4100ES	2	165	20	34	110	0	3			2
MARCHING VIRGINIANS	SIMPLEX 4100ES		9	0	3	15	0	0			
MATERIALS MANAGEMENT	SIMPLEX 4100ES	1	4	0	20	13	0	0			
MATH EMPORIUM	SIMPLEX 4020	2	3	0	10	38	0	8			
MCBRYDE	SIMPLEX 4100ES	1	162	12	36	183	0	9			
MILITARY BUILDING	SIMPLEX 4100ES	1	30	28	15	55	0	4		2	
MULTIPURPOSE LIVESTOCK ARENA (ALPHIN-STUART)	SIMPLEX 4100ES		3	0	9	33	0	4			
NEWMAN LIBRARY	SIMPLEX 4100ES	9	54	2	39	286	1	19			
NORRIS	SIMPLEX 4100ES	2	139	14	14	112	0	1			
PAMPLIN	SIMPLEX 4100ES	5	73	0	25	163	0	0			
PATTON	SIMPLEX 4100ES	1	55	1	11	65	0	3			
POWERHOUSE	SIMPLEX 4100ES	1	3	1	12	25	0	0			
PRESIDENT'S HOUSE	SIMPLEX 3001		6	0	5	0	3	0			
PRICE	SIMPLEX 4100ES	2	53	1	13	98	0	0			
PUBLIC SAFETY	FED FROM SOUTHGATE		20	3	7	43	0	8			
RANDOLPH	SIMPLEX 4100ES	5	161	38	48	284	1	5			
SANDY	SIMPLEX 4100ES	2	11	1	11	73	0	45			
SAUNDERS	SIMPLEX 4100ES	2	28	1	11	54	0	2			
SEITZ	SIMPLEX 4100ES	1	60	6	13	64	0	8			
SHANKS	SIMPLEX 4100ES	1	36	2	22	92	0	5	1		
SMYTH/HUTCHESON	SIMPLEX 4100ES	4	28	10	31	186	0	2			
SOUTHWEST CHILLER PLANT	SIMPLEX 4100ES	1	16	10	2	16	0	6			
STERRETT CENTER	SIMPLEX 4100ES	1	62	10	29	71	0	16			
STUDENT SERVICES	SIMPLEX 4100ES	1	13	3	11	81	0	8			
SURGE SPACE BUILDING	SIMPLEX 4100ES	1	3	0	6	77	0	2			
SWINE DIESEASE RESEARCH	SIMPLEX 4100U	1	4	12	4	8	0	0			
TORGERSEN	SIMPLEX 4100ES	4	110	7	43	262	0	61			2
WALLACE	SIMPLEX 4100ES	1	30	2	15	58	0	3			2

WAR MEMORIAL GYM	SIMPLEX 4100ES	3	313	61	40	292	0	6			4
WEST HENDERSON	SIMPLEX 4100U	2	26	11	16	105	1	4			
WHITTEMORE	SIMPLEX 4100ES	1	189	1	27	210	0	17			
WILLIAMS	SIMPLEX 4100ES	2	26	17	14	136	0	2			
VET MED	SIMPLEX 4100ES	16	135	43	85	430	2	45			
VET MED DRY RENDERING	FROM VET MED		1	2	4	8	0	0			
VET MED INSTRU ADD'N	SIMPLEX 4100	1	54	6	9	43	1	5			
VET MED IDU	SIMPLEX 4100ES	1	1	2	5	15	0	3			
VET MED RESEARCH	SIMPLEX 4100ES	1	47	5	9	18	0	0			
VISITOR'S CENTER	SIMPLEX 4100ES	1	22	9	14	84	0	6			
ATHLETIC DEPARTMENT											
BASKETBALL PRACTICE FACILITY	SIMPLEX 4100U	1	53	13	20	86	0	2			
ENGLISH BASEBALL STADIUM	SIMPLEX 4100	2	29	14	9	58	1	2		1	
INDOOR BATTING FACILITY	SIMPLEX 4100ES	2	29	5	8	33	1	2			
INDOOR ATHL TRAINING FAC	SIMPLEX 4100ES	1	7	0	11	27	0	0			
JAMERSON/FBLR	SIMPLEX 4100U	4	33	6	22	161	0	19			
TENNIS PAVILION	SIMPLEX 4100+	1	1	0	10	9	0	0			
LANE STADIUM SOUTH	SIMPLEX 4100U	4	38	20	10	188	0	8			
LANE STADIUM WEST	SIMPLEX 4100U	13	153	48	40	507	0	41			
MERRYMAN	SIMPLEX 4100ES	1	9	4	18	58	0	8			
REC SPORTS FIELD HOUSE	SIMPLEX 4100ES	1	1	0	4	16	0	0			
RECTOR FIELDHOUSE	SIMPLEX 4100ES	1	46	0	22	161	1	16			
CAREER SERVICES	SIMPLEX 4100U	2	21	3	17	61	0	4			
CNS SWITCHROOMS											
BURRUSS	ON BUILDING FIRE PANEL		18	0	1	1	0	2			
CASSELL	SIMPLEX 4100ES		27	1	2	1	0	2			
HILLCREST	ON BUILDING FIRE PANEL		12	0	1	2	0	2			
OWENS	SIMPLEX 4100U		12	0	1	1	0	2			
SHANKS	ON BUILDING FIRE PANEL		12	0	1	1	0	2			
ELECTRIC SERVICE FACILITY	SIMPLEX 4100U	2	44	1	15	62	0	0			
MOSS ARTS CENTER	SIMPLEX 4100ES	9	159	83	92	380	0	16	1		
NORTH END CENTER PKG GARAGE	SIMPLEX 4100U	1	54	2	39	286	0	19			
PARKING SERVICES	SIMPLEX 4100U	1	1	0	0	1	0	1			
PERRY ST PARKING GARAGE	SIMPLEX 4100U	6	4	15	20	191	0	0			
THE INN AT VIRGINIA TECH	SIMPLEX 4100U	8	277	12	52	188	3	8			
UNIVERSITY BOOKSTORE	SIMPLEX 4100U	1	8	0	8	32	0	3			
UUSA											

JOHNSTON STUDENT CENTER	SIMPLEX 4100U	1	37	1	15	33	0	2	
SQUIRES STUDENT CENTER	SIMPLEX 4100U	4	146	6	53	333	1	22	2
MCCOMAS	SIMPLEX 4100U	6	60	9	36	211	0	15	
RESIDENTIAL & DINING									
AMBLER JOHNSTON	SIMPLEX 4100ES		1320	0	87	147	0	0	
CAMPBELL EAST	SIMPLEX 4100ES		143	107	18	26	0	0	
CAMPBELL MAIN	SIMPLEX 4100U		56	0	16	16	0	0	
COCHRANE	SIMPLEX 4100ES		374	10	34	83	0	8	
DIETRICK	SIMPLEX 4100U	3	43	27	28	112	0	20	
DONALDSON BROWN CENTER	SIMPLEX 4100+		190	9	35	46	0	2	
EGGLESTON - EAST	SIMPLEX 4100ES		75	16	14	37	0	0	
EGGLESTON - MAIN	SIMPLEX 4100ES	2	200	8	17	40	0	0	
EGGLESTON - WEST	SIMPLEX 4100ES	1	56	0	16	16	0	0	
HARPER	SIMPLEX 4100+	1	308	14	15	251	0	13	2
HILLCREST	SIMPLEX 4100ES	1	131	5	22	32	0	0	
HOGGE	SIMPLEX 4100+		698	0	33	67	0	0	
INNOVATE	SIMPLEX 4100ES	3	57	6	10	50	1	0	11
JOHNSON	SIMPLEX 4100U		213	56	13	47	0	0	
LAVERY	SIMPLEX 4100ES	3	23	5	21	144	0	3	
MILES	SIMPLEX 4100ES		67	0	12	17	0	0	
NEW HALL WEST	SIMPLEX 4100U	3	228	8	18	266	0	4	5
NEWMAN	SIMPLEX 4100ES		107	0	18	29	0	0	
NRFE	SIMPLEX 4100+	3	267	9	19	252	0	7	
OWENS	SIMPLEX 4100+		93	0	19	39	0	17	
O'SHAUGHNESSY	SIMPLEX 4100ES	3	306	10	25	453	1	1	
PAYNE	SIMPLEX 4100+		252	0	22	101	0	2	
PEARSON EAST	SIMPLEX 4100ES		434	80	23	329	1	2	1
PEARSON WEST	SIMPLEX 4100ES		435	43	23	160	0	2	
PEDDREW YATES	SIMPLEX 4100+	3	265	8	19	344	0	7	
PRITCHARD	SIMPLEX 4100ES		946	0	46	99	0	0	
SLUSHER	SIMPLEX 4100+		591	0	38	72	0	0	
SOUTHGATE	SIMPLEX 4100+	1	20	3	17	23	0	8	
SPH 61	SIMPLEX 4100U	1	22	2	7	5	0	0	
SPH 62	SIMPLEX 4100ES	1	9	2	7	5	0	0	1
SPH 63	SIMPLEX 4100U		13	0	8	5	0	0	
SPH 64	SIMPLEX 4100+	1	18	0	9	6	0	0	
SPH 65	FROM SPH 64		18	0	8	7	0	0	

SPH 66	FROM SPH 64		18	0	8	7	0	0
SPH 67	FROM SPH 64		18	0	8	7	0	0
SPH 68	FROM SPH 64		18	0	8	6	0	0
SPH 69	FROM SPH 64		18	0	8	6	0	0
SPH 70	FROM SPH 64		18	0	9	7	0	0
SPH KL	SIMPLEX 4100+	1	108	3	11	43	0	0
SPH MN	SIMPLEX 4100+	1	108	3	11	43	0	0
SPH OP	SIMPLEX 4100+	1	108	3	11	43	0	0
SPH QR	SIMPLEX 4100+	1	108	3	11	43	0	0
VAWTER	SIMPLEX 4100ES	3	258	32	16	42	0	0
WHITEHURST	SIMPLEX 4100ES		68	0	14	23	0	0

ADDENDUM # 1 TO RFP # 0061573

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (Virginia Tech)
Procurement Department (MC 0333)
North End Center, Suite 2100
300 Turner Street NW
Blacksburg, Virginia 24061

DATE	DUE DATE AND HOUR
November 20, 2020	December 1, 2020 at 3:00 PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: John Spence, Buyer Senior
E-MAIL ADDRESS: jspenc@vt.edu TELEPHONE NUMBER (540) 231-3333
FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Inspection, Testing & Repair of Fire Alarm Systems

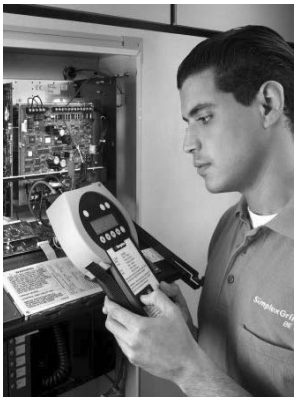
1. The due date and hour is now December 1 2020 at 3:00 PM.

I acknowledge that I have read and understand this addendum in its entirety.

_____ _____
Signature Date

Virginia Tech

Inspection, Testing & Repair of Fire Alarm Systems
Request for Proposal # 0061573





Johnson Controls

Johnson Controls Fire Protection LP.
88 St. John Road
Salem, VA 24153

Johnson Controls

November 18, 2020

Virginia Tech
Purchasing Department
Blacksburg, VA 24061
procurement@vt.edu

RE: Inspection, Testing & Repair of Fire Alarm Systems
Request for Proposal # 0061573

Johnson Controls' mission is to develop the most cost-effective and comprehensive solution to Virginia Tech's life safety systems and service needs. Our team stands ready to provide world-class products, service and support. We offer to work closely with your personnel to ensure your systems and service needs are met well into the future. Our customers have relied on Johnson Controls personnel and technology to protect thousands of lives and millions of dollars' worth of property.

Our One-Stop-Shop offering includes total support for a wide range of needs. Our capabilities include design, engineering development, integration, installation, project management, programming, testing, commissioning, training, warranty support, and post-warranty service. Many Johnson Controls projects have been time-critical multi-million dollar efforts incorporating both design and build requirements. As a prime contractor, we have installed our equipment while maintaining a customer's existing system.

Our organization's capabilities include service support for annual inspections, testing, and maintenance of all major brands of fire alarm, fire sprinkler, portable fire extinguisher, emergency lighting, access control, closed circuit TV, intrusion detection systems, sound and communications equipment. Our trained technicians have extensive expertise in a wide range of low voltage equipment. A large percentage of these technicians have worked for our organization for many years. They use state-of-the-art test equipment to ensure high quality results and are trained to perform related repairs, in addition to inspections and responding to emergency maintenance requirements. Our customers have consistently referred to Johnson Controls' life safety services as "Best-Value" for the following reasons:

- Specialized inspection teams trained to identify and correct problems before they occur, thus preventing costly nuisance alarms and unnecessary downtime.
- Experienced technicians ensure that repairs are done right, and in a timely manner.
- Standardized reporting and documentation.
- Customized service plans to meet any customer's needs.
- Central station monitoring dedicated to the critical needs of commercial buildings.

Our wish is to continue our long-term relationship, providing you with the certainty that the Life Safety systems in your facilities are functioning at their optimum level.

Sincerely,

Jeff Jackman, Area General Manager

Proposal for:
Virginia Tech
Inspection, Testing & Repair of Fire Alarm Systems
Request for Proposal # 0061573

Submitted to:
Virginia Tech
Electronic Via E-mail
procurement@vt.edu

Date:
December 1, 2020 @ 3:00 PM

Submitted by:
Johnson Controls Fire Protection LP.
88 St. John Road
Salem, VA 24153

Contact Name and Phone Number:
Name: Ms. Jodi Skurupey
Phone: 540.266.4027
Email: Jodi.1.bowyer@jci.com

Corporate Address:
Johnson Controls Fire Protection LP.
6600 Congress Ave,
Boca Raton, FL 33487

*The data contained in all pages of the **Executive Summary, Sections 2 & 3** of this proposal has been submitted in confidence and contains trade secrets and/or privileged or confidential commercial or financial information. Such data shall be used or disclosed only for evaluation purposes, provided that if a contract is awarded to Johnson Controls as a result of or in connection with the submission of this proposal, Virginia Tech shall have the right to use or disclose the data herein to the extent provided in the contract. This restriction does not restrict Virginia Tech's right to use or disclose data obtained without restriction from any source, including Johnson Controls.*

Johnson Controls

Virginia Tech
Inspection, Testing & Repair of Fire Alarm Systems
Request for Proposal # 0061573

Table of Contents

Johnson Controls

Virginia Tech
Inspection, Testing & Repair of Fire Alarm Systems
Request for Proposal # 0061573

Table of Contents

1. Price

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
1. Price:
Complete and detailed pricing schedule for the services proposed by the Offeror. A separate Pricing Schedule should be submitted for each category of services proposed. Equipment Catalogues and Published List Prices for all repair parts and equipment proposed should be included with all discounts off published list prices indicated. Pricing for inspection and testing shall be itemized on a per building basis.

Discuss price firmness and include a plan for conveying price changes during renewal periods of any resulting contract.

1.1 Pricing Schedule

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
1. Price:
Complete and detailed pricing schedule for the services proposed by the Offeror. A separate Pricing Schedule should be submitted for each category of services proposed. Equipment Catalogues and Published List Prices for all repair parts and equipment proposed should be included with all discounts off published list prices indicated. Pricing for inspection and testing shall be itemized on a per building basis.

Base Prices, Option 1 Discount, and Options 1 and 2 Discount prices are attached.

1.1.1 Inspection Pricing Schedule

Proposed pricing for fire alarm system equipment inspection is included in the attached pricing schedule.

1.1.2 Testing Pricing Schedule

Proposed pricing for fire alarm system equipment testing is included in the attached pricing schedule.

1.1.3 Repair Pricing Schedule

Fire alarm system repairs will be performed on a time and material basis, using the following hourly rates and discounts:

- $100.00 per hour, per technician during normal working hours, 8am to 5pm, Monday through Friday. Overtime rates of $150.00 will apply outside of normal working hours.
- 17% Discount on all Fire Alarm equipment. Discount will be applied to the current published List Price at the time the part is requested.

Additional Options

Additional Option 1: 5% Discount for 100% award to Johnson Controls Fire Protection.

Johnson Controls offers to provide a 5% discount off of the total inspection price if 100% of the inspections and service are awarded to JCFP.

Additional Option 2: Full Service Option Pricing.
Johnson Controls offers to provide full service fire alarm service and inspections including parts and labor, 8am to 5pm, Monday through Friday. Acts of God, negligence and vandalism are not included.

1.2 Equipment Catalogues

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
1. Price:
*…….**Equipment Catalogues** and Published List Prices for all repair parts and equipment proposed should be included with all discounts off published list prices indicated. Pricing for inspection and testing shall be itemized on a per building basis.*

List Price's are updated daily, as referenced in section 1.1.3. Repair Pricing Schedule, discounts off of the List Price will be applied to the most recent List Price

1.3 Published List Prices

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
1. Price:
*…….Equipment Catalogues and **Published List Prices** for all repair parts and equipment proposed should be included with all discounts off published list prices indicated. Pricing for inspection and testing shall be itemized on a per building basis.*

JCI Published List Prices change frequently. The List Price of equipment can be provided at the time of request at which time the discount will be applied.

- Fire Alarm Equipment: 17% discount off of List Price.

1.4 Price Firmness Discussion

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
1. Price:
*Discuss **price firmness** and include a plan for conveying price changes during renewal periods of any resulting contract.*

Johnson Controls has sought to offer Virginia Tech the best possible value for the fire alarm system inspection, test and repair services being solicited. We have included discounts in section above entitled, "*1.1.3, Additional Options*" that will benefit both Johnson Controls and Virginia Tech. - Additional buildings added during the term of the agreement will utilize the same pricing structure as awarded.

1.5 Plan For Conveying Price Changes

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
1. Price:
Discuss price firmness and include a plan for conveying price changes during renewal periods of any resulting contract.

Annual increase to the contract will follow Commonwealth of Virginia guidelines. Additions/Subtractions of buildings or equipment will be priced based on the awarded contract including applicable discounts.

Building	Base Price Per Building*	Option 1 Discount	Option 2 Full Coverage
ACADEMIC			
AGNEW	$367.50	$349.13	$523.69
AIRPORT TRANSP SERV	$278.00	$264.10	$396.15
AQUATICS AND FISHERIES	$106.00	$100.70	$151.05
ARMORY	$27.00	$25.65	$38.48
ARCHITECTURE ANNEX	$766.50	$728.18	$1,092.26
ART & DESIGN LEARNING CENTER	$515.50	$489.73	$734.59
BIOINFORMATICS	$2,442.00	$2,319.90	$3,479.85
BISHOP-FAVRAO	$302.00	$286.90	$430.35
BLACK BOX THEATER	$731.00	$694.45	$1,041.68
BURCHARD	$849.00	$806.55	$1,209.83
BURRUSS	$3,429.00	$3,257.55	$4,886.33
CHEATHAM	$1,163.50	$1,105.33	$1,657.99
CHEM/PHYSICS (HAHN NORTH)	$1,419.50	$1,348.53	$2,022.79
CLASSROOM BUILDING	$1,211.50	$1,150.93	$1,726.39
COWGILL	$676.50	$642.68	$964.01
DAVIDSON	$1,580.00	$1,501.00	$2,251.50
DERRING	$3,350.50	$3,182.98	$4,774.46
DRONE PARK	$82.50	$78.38	$117.56
DURHAM	$2,750.00	$2,612.50	$3,918.75
EAST HENDERSON	$262.50	$249.38	$374.06
ECOSYSTEMS LAB	$48.00	$45.60	$68.40
ENGEL	$217.50	$206.63	$309.94
FEMOYER	$706.00	$670.70	$1,006.05
FIBER OPTICS	$232.00	$220.40	$330.60
FOOD SCIENCE	$1,529.50	$1,453.03	$2,179.54
FRALIN	$931.50	$884.93	$1,327.39
GEOTECH FACILITY	$155.50	$147.73	$221.59
GOODWIN	$3,135.00	$2,978.25	$4,467.38
GROUNDS BUILDING	$468.00	$444.60	$666.90
HABBI	$2,271.50	$2,157.93	$3,236.89
HAHN/ROBESON	$2,002.00	$1,901.90	$2,852.85
HAMPTON ROADS AREC	$570.50	$541.98	$812.96
HANCOCK	$797.00	$757.15	$1,135.73
ICTAS 2	$924.00	$877.80	$1,316.70
ISCE	$505.00	$479.75	$719.63
KELLY HALL	$2,156.00	$2,048.20	$3,072.30
KROEHLING FIRE FOUNDRY	$92.50	$87.88	$131.81
LANE HALL	$832.50	$790.88	$1,186.31
LATHAM HALL	$2,361.50	$2,243.43	$3,365.14
LIBERAL ARTS BLDG	$587.00	$557.65	$836.48
LIBRARY STORAGE	$673.00	$639.35	$959.03
LIFE SCIENCES I	$1,716.50	$1,630.68	$2,446.01
LITTON-REAVES	$3,997.50	$3,797.63	$5,696.44
MAJOR WILLIAMS	$2,807.00	$2,666.65	$3,999.98
MARCHING VIRGINIANS	$139.50	$132.53	$198.79
MATERIAL MANAGEMENT	$327.50	$311.13	$466.69
MATH EMPORIUM	$683.00	$648.85	$973.28
MCBRYDE	$2,766.50	$2,628.18	$3,942.26
MILITARY BUILDING	$907.50	$862.13	$1,293.19
MULTIPURPOSE LIVESTOCK ARENA	$192.50	$182.88	$274.31
NEWMAN LIBRARY	$3,394.00	$3,224.30	$4,836.45
NORRIS HALL	$2,368.00	$2,249.60	$3,374.40
PAMPLIN	$2,195.50	$2,085.73	$3,128.59
PATTON	$995.50	$945.73	$1,418.59
POWERHOUSE	$314.50	$298.78	$448.16
PRESIDENT'S HOUSE	$117.00	$111.15	$166.73
PRICE	$1,227.00	$1,165.65	$1,748.48
PUBLIC SAFETY	$500.50	$475.48	$713.21
RANDOLPH HALL	$3,802.00	$3,611.90	$5,417.85
SANDY HALL	$1,579.50	$1,500.53	$2,250.79

SAUNDERS HALL	$895.00	$850.25	$1,275.38
SEITZ	$1,245.00	$1,182.75	$1,774.13
SHANKS	$946.00	$898.70	$1,348.05
SMYTH/HUTCHESON	$1,598.00	$1,518.10	$2,277.15
SOUTHWEST CHILLER PLANT	$592.00	$562.40	$843.60
STERRETT CENTER	$1,507.50	$1,432.13	$2,148.19
STUDENT SERVICES	$685.50	$651.23	$976.84
SURGE SPACE BUILDING	$409.50	$389.03	$583.54
SWINE DIESEASE RESEARCH	$332.00	$315.40	$473.10
TORGERSEN	$3,897.00	$3,702.15	$5,553.23
WALLACE	$762.00	$723.90	$1,085.85
WAR MEMORIAL GYNNASIUM	$5,339.00	$5,072.05	$7,608.08
WEST HENDERSON	$1,062.50	$1,009.38	$1,514.06
WHITTEMORE	$3,209.00	$3,048.55	$4,572.83
WILLIAMS	$1,083.00	$1,028.85	$1,543.28
VET MED	$6,855.00	$6,512.25	$9,768.38
VET MED DRY RENDERING	$46.00	$43.70	$65.55
VET MED INSTRUCTIONAL ADD	$1,079.50	$1,025.53	$1,538.29
VET MED IDFR	$0.00	$0.00	$0.00
VET MED IDU	$319.50	$303.53	$455.29
VET MED RESEARCH	$843.00	$800.85	$1,201.28
VISITORS AND UNDERGRAD ADMIN CTR	$797.00	$757.15	$1,135.73
Academic Subtotal:	*$107,039.50*	*$101,687.71*	$152,531.42
ATHLETIC DEPARTMENT			
BASKETBALL PRACTICE FACILITY	$1,130.00	$1,073.50	$1,610.25
ENGLISH BASEBALL STADIUM	$982.00	$932.90	$1,399.35
INDOOR BATTING FACILITY	$480.00	$456.00	$684.00
INDOOR ATHLETIC TRAINING FACILITY	$357.50	$339.63	$509.44
JAMERSON/FOOTBALL LR	$1,913.50	$1,817.83	$2,726.74
TENNIS PAVILION	$255.50	$242.73	$364.09
LANE STADIUM SOUTH	$1,828.00	$1,736.60	$2,604.90
LANE STADIUM WEST	$6,376.50	$6,057.68	$9,086.51
MERRYMAN	$629.00	$597.55	$896.33
REC SPORTS FIELD HOUSE	$248.00	$235.60	$353.40
RECTOR FIELD HOUSE	$1,389.50	$1,320.03	$1,980.04
Athletic Department Subtotal:	*$15,589.50*	*$14,810.05*	$22,215.05
CAREER SERVICES	$889.50	$845.03	$1,267.54
Career Services Subtotal:	*$889.50*	*$845.03*	$1,267.54
CNS SWITCHROOMS			
BURRUSS	$260.50	$247.48	$371.21
CASSELL	$356.50	$338.68	$508.01
HILLCREST	$190.00	$180.50	$270.75
OWENS	$188.50	$179.08	$268.61
SHANKS	$188.50	$179.08	$268.61
CNS Switchrooms Subtotal:	*$1,184.00*	$1,124.82	$1,687.19
ELECTRIC SERVICE FACILITY	$1,071.00	$1,017.45	$1,526.18
Electric Service Facility Subtotal:	*$1,071.00*	$1,017.45	$1,526.18
MOSS ART CENTER	$5,289.00	$5,024.55	$7,536.83
MOSS ART CENTER Subtotal:	*$5,289.00*	$5,024.55	$7,536.83
NORTH END CENTER PARKING GARAGE	$1,784.00	$1,694.80	$2,542.20
PARKING SERVICES	$233.50	*$221.83*	$332.74
PERRY ST. PARKING GARAGE	$1,669.50	*$1,586.03*	$2,379.04
Parking Services Subtotal:	*$3,687.00*	*$3,502.66*	$5,253.98
THE INN AT VIRGINIA TECH	$5,612.00	$5,331.40	$7,997.10
The Inn at Virginia Tech Subtotal:	*$5,612.00*	*$5,331.40*	$7,997.10

UNIVERSITY BOOKSTORE	**$428.00**	**$406.60**	**$609.90**
University Bookstore Subtotal:	***$428.00***	***$406.60***	**$609.90**
UUSA			
JOHNSTON STUDENT CENTER	**$783.50**	**$744.33**	**$1,116.49**
SQUIRES STUDENT CENTER	**$3,690.50**	**$3,505.98**	**$5,258.96**
MCCOMAS	**$2,689.50**	**$2,555.03**	**$3,832.54**
UUSA Subtotal:	***$7,163.50***	***$6,805.34***	**$10,207.99**
RESIDENTIAL & DINING			
AMBLER JOHNSTON	**$16,321.50**	**$15,505.43**	**$23,258.14**
CAMPBELL EAST	**$2,344.00**	**$2,226.80**	**$3,340.20**
CAMPBELL MAIN	**$744.00**	**$706.80**	**$1,060.20**
COCHRANE	**$4,924.50**	**$4,678.28**	**$7,017.41**
DIETRICK	**$1,903.00**	**$1,807.85**	**$2,711.78**
DONALDSON BROWN CENTER	**$2,539.00**	**$2,412.05**	**$3,618.08**
EGGLESTON -EAST	**$1,077.50**	**$1,023.63**	**$1,535.44**
EGGLESTON -MAIN	**$2,951.00**	**$2,803.45**	**$4,205.18**
EGGLESTON -WEST	**$944.00**	**$896.80**	**$1,345.20**
HARPER	**$4,647.50**	**$4,415.13**	**$6,622.69**
HILLCREST	**$1,911.00**	**$1,815.45**	**$2,723.18**
HOGGE(OLD LEE)	**$8,575.50**	**$8,146.73**	**$12,220.09**
INNOVATIVE BUILDING	**$1,429.00**	**$1,357.55**	**$2,036.33**
JOHNSON	**$2,945.50**	**$2,798.23**	**$4,197.34**
LAVERY HALL	**$1,240.00**	**$1,178.00**	**$1,767.00**
MILES	**$865.50**	**$822.23**	**$1,233.34**
NEW HALL WEST	**$3,909.00**	**$3,713.55**	**$5,570.33**
NEWMAN	**$1,381.50**	**$1,312.43**	**$1,968.64**
NEW RES FE	**$4,424.00**	**$4,202.80**	**$6,304.20**
OWENS	**$1,571.50**	**$1,492.93**	**$2,239.39**
O'SHAUGHNESSY	**$5,106.50**	**$4,851.18**	**$7,276.76**
PAYNE	**$3,281.50**	**$3,117.43**	**$4,676.14**
PEARSON EAST	**$6,220.50**	**$5,909.48**	**$8,864.21**
PEARSON WEST	**$5,784.00**	**$5,494.80**	**$8,242.20**
PEDDREW YATES	**$4,533.00**	**$4,306.35**	**$6,459.53**
PRITCHARD	**$11,638.50**	**$11,056.58**	**$16,584.86**
SLUSHER	**$7,314.00**	**$6,948.30**	**$10,422.45**
SOUTHGATE	**$700.50**	**$665.48**	**$998.21**
SPH 61	**$502.50**	**$477.38**	**$716.06**
SPH 62	**$346.50**	**$329.18**	**$493.76**
SPH 63	**$187.50**	**$178.13**	**$267.19**
SPH 64	**$452.00**	**$429.40**	**$644.10**
SPH 65	**$250.50**	**$237.98**	**$356.96**
SPH 66	**$250.50**	**$237.98**	**$356.96**
SPH 67	**$250.50**	**$237.98**	**$356.96**
SPH 68	**$249.00**	**$236.55**	**$354.83**
SPH 69	**$249.00**	**$236.55**	**$354.83**
SPH 70	**$253.50**	**$240.83**	**$361.24**
SPH KL	**$1,608.50**	**$1,528.08**	**$2,292.11**
SPH MN	**$1,608.50**	**$1,528.08**	**$2,292.11**
SPH OP	**$1,608.50**	**$1,528.08**	**$2,292.11**
SPH QR	**$1,608.50**	**$1,528.08**	**$2,292.11**
VAWTER	**$3,967.00**	**$3,768.65**	**$5,652.98**
WHITEHURST	**$892.50**	**$847.88**	**$1,271.81**
Residential & Dining Subtotal:	***$125,512.00***	***$119,236.40***	***$178,854.60***

Total Base Price:	**Total Price with Option 1:**	**Total Price with Option 2:**
$273,465.00	**$259,791.75**	**$389,687.63**

*Prices are based on device counts provided by Virginia Tech in Addendum 2 dated 11/16/2020

2. Plan for Providing Services

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

2. Plan for Providing Services:

Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

a. *Description of the specific services the Offeror proposes to provide to include but not be limited to when the services will be performed, by whom, and the anticipated time durations for typical services. Offeror must also clearly identify all inspection, testing and maintenance services NOT included in the Offeror's proposal, which are required by the applicable fire prevention codes and that Virginia Tech should perform.*

b. *Description of all certification and reporting documentation to be provided by the Offeror in the performance of its work. Include samples of all Offeror's standard certificates, tags, and reports.*

c. *Identification of applicable fire prevention codes, regulations, standards and manufacturer's recommended practices to be followed by the Offeror in the performance of specific tasks proposed by the Offeror.*

d. *List of service equipment to be used by the Offeror in the performance of its work.*

Johnson Controls Fire Protection understands Virginia Tech has a requirement for maintenance service and warranty support of Fire Alarm system. Johnson Controls also acknowledges Virginia Tech seeks a local company who will be responsive to Virginia Tech's needs. Virginia Tech personnel want a single supplier who will provide accurate accountability for all fire alarm systems and will work closely on current and future fire alarm needs.

The Johnson Controls Roanoke, Virginia service center office is located in Salem, at 88 St. John Road,

Our Technicians Understand a Wide Range of Life Safety Equipment.

St. John Place Commerce. This location is approximately 30 miles from the Virginia Tech campus. Our Roanoke office is staffed with 48 full-time employees, and is managed by Mr. Mark Webb who manages the office's 15 factory-trained technicians at this location. The office's skilled individuals have many years of industry experience.

Our Roanoke office has been servicing fire alarm equipment in the area for the over 50 years, including the past five (5) years Fire Alarms and seven (7) years Fire Suppression, Kitchen Hood, and Fire Extinguishers for Virginia Tech. We perform the majority of the inspections on campus.

Our office has installed and is currently maintaining sophisticated fire alarm systems for a range of customers. Our equipment is installed in scientific research laboratories, government facilities, wholesale manufacturing locations, hotels, and health care facilities throughout the area.

Our Personnel Use In Place Processes and Procedures to Provide High Quality Support.

Johnson Controls Service Staff

The Johnson Controls service staff is able to service the broad range of products that we manufacture. We stress ease of maintenance when we design, develop, and manufacture our products. Our systems include both hardware and software products.

Johnson Controls offers a turnkey service solution that includes the inspection, maintenance, and repair of fire alarm systems by factory trained technicians. Johnson Controls is prepared to support fire alarm system maintenance needs 24 hours a day, seven days a week, 365 days each year. Johnson Controls technicians will provide the following fire alarm system support ensuring the system is in proper, safe and efficient operating condition.

Our technicians will respond to emergency maintenance requirements. Johnson Controls will furnish all labor, travel, materials, supplies, parts, equipment, panels, devices, and warning signs for fire alarm system warranty maintenance. The Johnson Controls service program includes the following:

- Scheduled and preventative maintenance including inspecting, testing, adjusting, repairing and parts replacement,
- Troubleshooting and equipment repair services to remedy failures and malfunctions,
- Major equipment maintenance and overhaul,
- Maintenance reports, daily logs, and record keeping,
- Maintenance manual updating, and
- Additional work as directed, above and beyond the specified scope of the requirements documents.

Preventative Maintenance Schedule

Johnson Controls can provide a preventative maintenance program as part of the after warranty service agreement. Fire alarm system preventative maintenance includes inspection, testing, adjustment, repairs, and replacement of field installable parts that are approaching unserviceable status. It includes all actions that will prevent system failures and that are prudent to minimize downtime and extend the fire alarm system's useful life. The Johnson Controls preventative maintenance program will also ensure our team provides system updates in a timely manner. Below outlines the preventative maintenance tasks Johnson Controls service technicians will perform.

This section provides the complete and detailed description of the fire alarm inspection, test, maintenance, and repair services that Johnson Controls proposes to perform. We offer a responsive local team with a management presence in Roanoke, Virginia. Our technicians are factory-trained to deliver quality service for the predominantly Simplex fire alarm system equipment on the Virginia Tech campus. Many customers in the local area and nationally choose Johnson Controls to provide fire alarm system installation, inspection and test, and repair. These customers realize several benefits, such as overall cost savings, extended system life, responsive local support and Johnson Controls' substantial corporate resources.

In the performance of all service work on Virginia Tech's fire alarm systems, our local inspectors and technicians will use standard communication and documentation procedures to ensure that clear records are available on work needed and performed. Because Virginia Tech and Johnson Controls have worked together for over 35 years, effective and efficient communication and documentation procedures are already in place.

Upgraded Plan	Upgraded Plan Includes
Essential	• Test & Inspection • Xaap Electronic Inspection reporting • 10% Labor Discount • Customer Portal
Enhanced	• Test & Inspection • Labor Coverage & Panel Parts Coverage • 15% Labor Discount for services not covered under contract (i.e. Acts of Nature, Faulty Wiring, Moves/Adds/Changes, User Abuse & Vandalism) • Xaap Electronic Inspection Reporting • Battery Replacement Option (batteries are replaced every 3 years per manufactuer's specification. Excludes additional replacements.) • Remote Service Support • Smoke Detector Cleaning • Sensitivity Testing (non - addressable panels) • Customer Portal
Expert	• Test & Inspection • System Labor Coverage • System Parts Coverage • Peripheral Part Replacement Coverage • Xaap Electronic Inspection Reporting • 20% Discount for services not covered under contract • Battery Replacement Coverage (batteries are replaced every 3 years per manufactuer's specification. Excludes additional replacements.) • Remote Service Support • Smoke Detector Cleaning • Customer Portal

The inspection, test, maintenance, and repair procedures that our service technicians follow have been designed for adherence to Statewide Fire Prevention Codes, National Fire Prevention Codes, National Fire Protection Association standards, and other reasonable guidelines for fire alarm systems. Our technicians study these codes, regulations and standards, and Johnson Controls corporate provides ongoing programs to ensure that local technicians follow these guidelines.

Johnson Controls' local inspectors and technicians in the Roanoke District Office use manufacturer recommended tools to perform service work. Virginia Tech's campus is protected predominantly by Simplex brand fire alarm equipment, and all of our team members are provided with the training and the tools to ensure that these systems continue to provide the high levels of protection for which they are designed.

Johnson Controls' longstanding history of working with Virginia Tech provides assurance that we can communicate effectively and efficiently together. We

understand the form and protocol preferences for invoicing, for example. We are proud to be the responsive local fire alarm system support company for Virginia Tech, and we wish to continue what has already been a mutually rewarding relationship.

2.1 Specific Services Offering

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

2. Plan for Providing Services:

Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

a. Description of the specific services the Offeror proposes to provide to include but not be limited to when the services will be performed, by whom, and the anticipated time durations for typical services. Offeror must also clearly identify all inspection, testing and maintenance services NOT included in the Offeror's proposal, which are required by the applicable fire prevention codes and that Virginia Tech should perform.

Johnson Controls offers to provide Virginia Tech with inspection, test, and repair services of the existing fire systems – predominantly Simplex brand equipment – on the main campus. Our proposal includes:

- Service support from factory-trained and experienced technicians, who use manufacturer-authorized tools to perform service work on the fire alarm system equipment
- Flexible scheduling to fit with an active campus and to keep all system in compliance with applicable codes and regulations

As needed, Johnson Controls' responsive local team will provide emergency fire alarm system maintenance support. Our office in Roanoke will supply needed system replacement parts to maintain these systems. Johnson Controls' commitment to providing high quality life safety solutions runs as deep as our resources.

Johnson Controls Fire Protection is part of the Johnson Controls International family. As a highly recognized systems integrator, Johnson Controls has unique ties to brands such as Simplex fire alarm systems. Consequently, the Johnson Controls team has factory direct access to our sister company Tyco Safety Products.

We work closely with Simplex fire alarm system research and development personnel, business planning personnel, product development personnel, engineers and designers etc. Our organization also has direct access to up-to-date technical information such as specifications, operation and maintenance manuals, documentation etc. Johnson Controls is positioned to continue this vital relationship. One example of our close working relationship is the recent integration of the Software House access control system to the Simplex family of fire alarm panels. This unique integration offers many benefits to system users.

2.1.1 When the Services Performed

Inspection and testing of Virginia Tech's existing fire alarm equipment will be performed at the frequencies recommended in State, Local National and Industry codes and regulations. Work performance will also take into account campus schedules and events.

Normal check-in and checkout procedures will be as follows:

- Check in with Stuart Helms for Residential and Dining Buildings, and Academic Buildings (Kim Briel if they are unavailable)
- Obtain keys from applicable key shop
- Contact Campus Police to notify which building(s) will be having service/inspection
- After work is completed, contact campus police to verify building is operational
- Turn in keys to applicable key shop
- Print inspection report, fill out Service Acknowledgement with detail of work performed
- Have reports signed and turned in to appropriate representative

Johnson Controls

♦ Fire Alarm ♦ Fire Suppression ♦ Special Hazards Systems ♦ UL/FM Central Station Monitoring ♦ Fire Sprinkler ♦ Security ♦ Extinguisher ♦ Communications ♦ Nurse Call ♦

6 Keys to Our Service Success:

Customized Solutions:

1

- *Testing and Inspection*
- *Full Maintenance*
- *Voice Intelligibility Test*
- *Full Service*

2 NICET Certified Personnel:

NICET®

NICET Level I
- Fire Alarm - Generally Entry-Level.

NICET Level II
- Fire Alarm - Usually have a Minimum of 18 Months Experience. Demonstrate Competency in Advanced Theoretical Abilities.

NICET Level III
- Fire Alarm - Have a Minimum of Five Years Experience & Mastered Numerous Specialty Job Skills.

NICET Level IV
- Fire Alarm - Manage Complex Technical and/or Supervisory Situations Requiring Advanced Analytical Abilities.
  Minimum Ten Years Experience in the Fire Alarm Industry.

3 Special Tools

Sensitivity Detector Provides Detector Readings Correlated to UL 268

Smoke Tunnel Measures Optical & Ionization Type Smoke Detectors

"No Climb" Tool Tests Detectors at Extreme Heights

Detector Removal Tool Can Remove Almost any Detector.

4 Industry Leader In Service Support

- Experienced Personnel
- Single Source for All Life Safety Needs
- Over 100 Company Owned District Offices
- Software Programming Knowledge
- Fire Protection Focus
- Service 24 Hours Each Day
- Knowledge of All Brands
- NFPA Expertise
- Parts Support.

5 In-Place Procedures & Documentation:

- eSupport Knowledge Management
- Single Point of Contact Process
- Help Desk Expert Automation Tool
- Solution Builder Software
- Service Reports.

6 GPS Technology:

- Installed In Our Service Vehicles
- Dispatch Understands Vehicle Location
- Effectively Tracks Service Vehicle

The Johnson Controls Team has the Personnel, Industry Knowledge and Experience to Provide High Quality Service Support.

Johnson Controls' reputation as the leading provider of fire alarm system equipment and services has been built on the ideals of testing and preventive maintenance. We have developed an inspection documentation software program developed specifically for recording data from fire alarm testing. It is called "Inspection Documentation Software" and it was developed "in-house". It has been in company-wide use since about 1993.

Johnson Controls' on-site service personnel will work with Virginia Tech to determine if inspections and testing will interfere with campus and/or individual building operations. Our team will also coordinate and notify all persons and facilities that receive alarm, supervisory or trouble signals before proceeding with system testing. Lead inspection and repair technicians will also coordinate with Virginia Tech facilities personnel to ensure that all building occupants are notified, as required, and a completed work permit is issued. We will contact those previously notified that the testing has been concluded at the conclusion of testing.

Our teams will work with Virginia Tech to schedule monthly after-hours testing of the fire alarm system, which will include elevator re-call features, firefighter telephones, elevator telephones, and building public address systems.

We recognize that inspections and operational checks must be provided throughout the year to ensure that Virginia Tech's fire alarm systems are performing at their optimum level of operation. Furthermore, we understand the contractor must make all inspections in accordance with the fire alarm manufacturer's standard maintenance practices. Our organization owns the Simplex brand and manufactures Simplex equipment. Therefore, we have direct access to equipment specifications, updates, and requirements.

Plus, because our team members attend Simplex factory training, they have a thorough understanding of Simplex brand equipment inspection requirements. This expertise has also been gained through servicing literally hundreds of different customers and Simplex fire alarm systems in the Roanoke area.

A Preventative Maintenance Plan will Provide Optimum Performance and Avoid Potential Disruptions.

Our team conducts inspections in various sections of each Virginia Tech building. We have included examples of current Virginia Tech Test and Inspection Schedules at the end of this section.

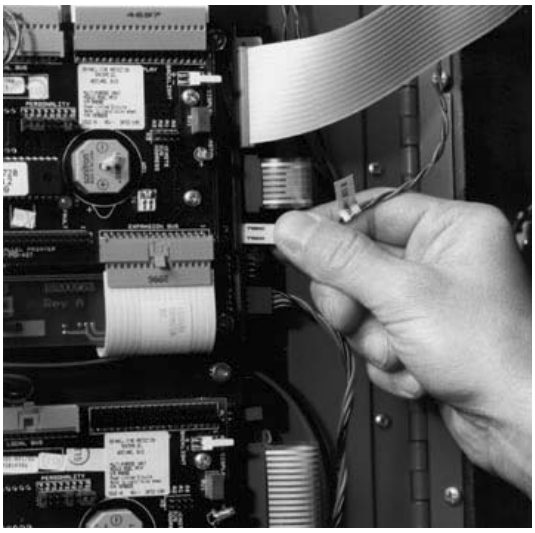
Our maintenance plan includes inspection of the fire alarm panels in the various areas and buildings on campus. Our technicians have developed proven methodologies and procedures for fire alarm inspections. Our team proposes to perform the following inspection procedures:

- Our technician will unlock each fire alarm panel and inspect for damage
- Each panel will be verified to be in a "normal state". This process will include checking relays, lights, and meters.
- Our technician will inspect for loose connections within the panel.
- A lamp test will be performed (our technician will look for all visual indicators to be functioning properly).
- Each fire alarm panel will be inspected for general cleanliness.
- The panel will be closed and locked.
- Any repairs or replacement of parts necessitated as a result of these inspections will be reported to Virginia Tech personnel for approval or performed immediately, if necessary.

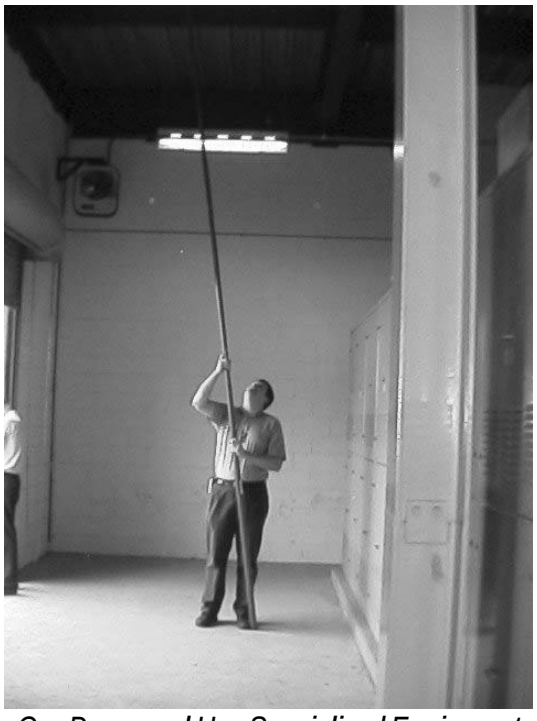
Our team will provide specified and regularly scheduled testing to ensure the fire alarm systems operate as required, including a simulated operation of the equipment and devices. All scheduled dates will first be approved by appropriate Virginia Tech personnel. All testing will be per Virginia Tech, manufacturers', and NFPA requirements. All deficiencies will be documented and reported to the appropriate Virginia Tech personnel.

Johnson Controls' service technicians assigned to test the fire alarm systems are trained to verify the integrity of each existing Simplex system. They are also trained to inspect these systems for any changes or modifications. They inspect key components for physical integrity of device mounting, and so on. Our technicians will inspect key components for physical integrity and ensure that equipment and devices are operating properly.

Our team understands the passive nature of fire protection systems. We recognize that testing operations are the only time systems can be observed in full operation. Therefore, we know that our fire alarm technicians must be familiar with how the Simplex systems in each of the Virginia Tech facilities should function during full operational test scenarios. This understanding ensures that testing times are minimized and that retest requirements are also negated.



Johnson Controls Technicians Are Factory-Trained to Repair Simplex and Other Fire Alarm Systems.



Our Personnel Use Specialized Equipment to Inspect and Test Fire Alarm Systems.

All fire alarm tests will be performed in accordance with manufacturer's requirements and/or procedures. SimplexGrinnell technicians will use a host of established methodologies and procedures to ensure that the in-place Simplex fire alarm systems are tested according to manufacturer's specifications.

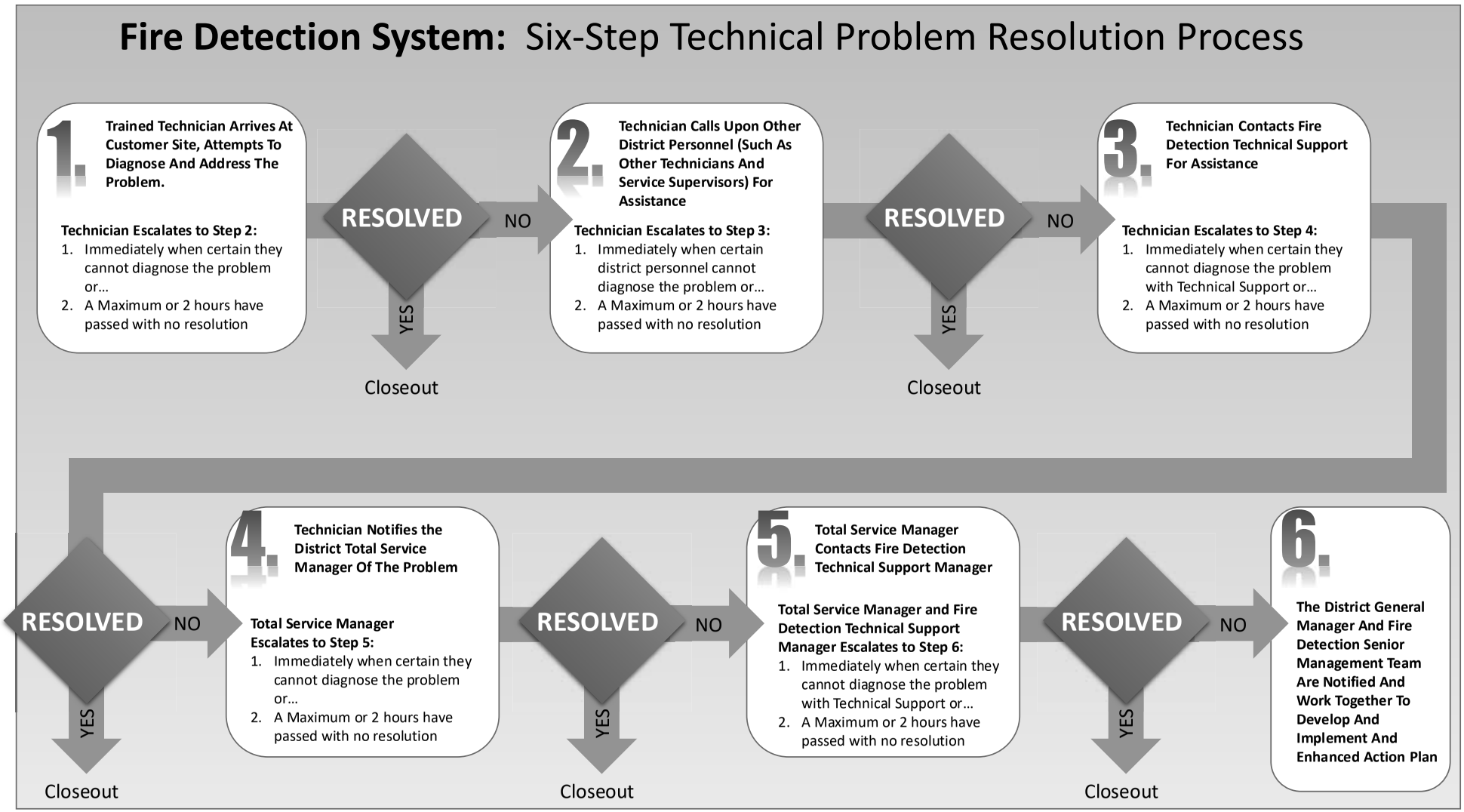
Johnson Controls Fire Alarm System Test Procedures

The following outline summarizes the established procedures Johnson Controls uses for fire alarm system testing, inspection and service.

Johnson Controls will perform fire alarm system testing in accordance with current applicable Codes. All fire alarm system detectors will be tested using only manufacturer approved methods and instruments. Standard signals will be utilized for acceptance tests.

Johnson Controls

Fire Detection System: Six-Step Technical Problem Resolution Process



Fire Detection System: Six Step Technical Problem Resolution Process

Johnson Controls is able to provide the following yearly testing schedule. This approach meets current state statues, NFPA 72 standards.

1. One 100 percent Functional Test and Inspection of all manual pull stations.
2. One 100 percent Functional Test and Inspection of all accessible ceiling and duct smoke detectors.
3. 50 percent of the smoke detectors will be tested for sensitivity using approved methods or calibrated test instruments (100 percent of all accessible ceiling and duct detectors will be tested for sensitivity every two years).
4. One 100 percent Functional Test and Inspections of all indicating audio and visual appliances.
5. One 100 percent Functional Test and Inspection of restorable heat detectors and 20 percent static testing on non restorable heat detectors.
6. One 100 percent Functional Test and Inspection of all door holder/closer devices.
7. One 100 percent Functional Test and Inspection of all gate valve and PIV switches (static testing only, water will not be flowed).
8. One 100 percent Functional Test and Inspection of waterflow and pressure switches. (static testing only, water will not be flowed).
9. One 100 percent Functional Test and Inspections of all control panel components. Services will include but will not be limited to testing and confirming that all control, auxiliary, supervisory and remote signaling functions are operational and meet manufacturer's design requirements.
10. Two 100 percent visual inspections as per NFPA 72.
11. All smoke detectors will be tested using only approved methods and instruments. No unapproved "canned" smoke or cigarette smoke will be used. These approaches could damage the smoke detector and is not recommended by most manufacturers.
12. All testing of initiating devices and indicating appliances will be tested in a manner recognized by the manufacturer and governing authorities.
13. All control components will be tested to ensure they have correct voltages during alarm and trouble conditions.
14. Ten percent of the devices in each initiating and signaling zone will be disconnected to determine proper supervision of wiring. This test will not be performed at the panel.
15. Complete Documentation of the results of all Tests and Inspections will be provided via computer printout at the time of each inspection. Johnson Controls will then provide a complete printed report for Fire Alarm System Log books. Documentation will be provided on an individual device and point format. Discrepancies found will be listed on this documentation.

Smoke Detector Cleaning Procedure

Johnson Controls will use the following procedures to clean Smoke Detectors:

A. All accessible smoke detectors will be cleaned by the utilization of a vacuum device and ozone safe compressed air blow out.
B. Detectors will be tested for proper operation after initial cleaning.
C. Smoke detectors that do not function after initial cleaning will be dismantled and cleaned using isopropyl alcohol.
D. Smoke detectors that do not function after further cleaning will be documented and replaced.

Smoke detector cleaning will be performed during scheduled functional testing.

Test and inspection will be scheduled in advance to ensure our support does not disrupt important functions. Johnson Controls recommends that all system components be logged in with the following information:

- Exact location,
- Test results/applicable voltage readings, and
- Any noted discrepancies, recommendations for correction, and any corrections made on site.

Testing Communications

Johnson Controls offers a special testing notification poster. This poster helps fulfill NFPA requirement that states that before proceeding with any testing, all building occupants must be notified. These signs are printed for use on doors, elevators and bulletin boards.

This Johnson Controls Poster Is Used To Notify All Occupants of On-Going Testing In the Area. It Can Be Mounted On Doors and/or Posted in Other Areas of Each Facility Where Testing is Being Instituted.

In addition, a 21" x 28" color poster is available for mounting on a tripod or easel.

Security System Programming

Johnson Controls local district office will provide security system programming in two phases for this project. Factory-trained Technical Representatives will functionally program the security system using system application default settings to ensure that all applications, peripherals, field controllers, file servers and system workstations function as designed. This functional programming includes a communications verification of all system peripherals with field controllers, communications from the field controllers to the system file server and communications from the file server to all security system workstations.

Security system operational programming to meet specific customer design and security management requirements will be performed by Microsoft Certified Security Systems Support Specialists from SimplexGrinnell' Security Professional Services organization. The Security System Support Specialist will consult with the customer on all facets of security system capabilities to determine the precise system operation and design requirements. A detailed security system sequence of operations will then be prepared by the Security Systems Support Specialist and confirmed in writing with the designated customer representative. The Security System Support Specialist will then perform all system operational programming functions pursuant to the agreed upon sequence of operations.

Upon completion of each phase of system programming a system programming test will be performed in the presence of the designated customer representative. The system programming test criteria will be developed by Johnson Controls and approved in writing by the customer prior to the commencement of any system functionality or applications programming testing.

Our factory-trained personnel are capable of answering questions about the system, the maintenance of the system, and have in-depth knowledge of the programming and installation of the system's controls. Johnson Controls will provide all design, programming, and installation information to allow the system to independently operate, troubleshoot, and make minor repairs on the system.

Monitoring

Johnson Controls offers around-the-clock monitoring for rapid dispatch of emergency resources. Upon detection of a fire or smoke event, our fire monitoring specialists provide rapid notification to emergency personnel, helping to save lives and minimize potential fire damage. Our world-class fire monitoring services deliver a professional and experienced response to critical alarms from our fully redundant, UL-listed Customer Care Centers located strategically throughout North America with value-added services for enterprise fire security management including:

- Continuous monitoring, 24/7/365
- Rapid notification of emergency personnel
- Reduced response times to fire or smoke events
- Fully redundant, UL-Listed monitoring facilities
- Staffed by trained, experienced monitoring professionals
- Non-phone based communication options
- Ability to monitor virtually all fire system panels
- Optional monitoring of critical environmental conditions

Smoke Detector Cleaning -100 percent of Devices Annual

Detector Cleaning Smoke Detectors

Accessible smoke detection devices will be cleaned using manufacturer's recommended procedures. Devices may be dismantled to expose the smoke chamber (where applicable.) We understand certain types of analog smoke sensors will be cleaned as needed per panel readings.

Smoke Detector Sensitivity Testing – 100% of Devices Annual

Johnson Controls can perform tests of 100 percent of Smoke Detectors annually. Smoke detector sensitivity testing will be performed on smoke detectors. Testing will be performed using UL/ULC approved sensitivity testing equipment. Devices performing outside the listed sensitivity range will be re-cleaned and re-tested, and, if necessary, noted and recommended for replacement.

Certain types of analog smoke sensors automatically satisfy this testing requirement through sensitivity reports printed from the fire alarm panel. Excludes duct detectors.

To reduce the chance of nuisance alarms and to ensure smoke detectors operate at optimum levels all Simplex smoke detectors can be removed from their base and cleaned during routine inspections of the fire alarm system. The smoke detector chamber and screen will be vacuumed and the exterior will be wiped clean with a special cloth and solution. They will be tested for sensitivity in a controlled sensitivity tester. Benefits include the reduction of chances of nuisance alarms, peace of mind and extended equipment life.

Full coverage of smoke detectors can be handled in the following manner:

- One option includes the replacement of smoke detectors on an as-needed basis utilizing standard estimating procedures (this must be a like-for-like replacement)

Another option includes the development of a plan to replace a specific number of detectors each year.

Repair Parts

Each Johnson Controls technical representative is supplied with a Johnson Controls technical service vehicle, stocked with a full set of Johnson Controls supplied tools, electrical troubleshooting meters, a repair parts inventory, laptop computer, as well as communications equipment. In the unlikely event that a Johnson Controls service technician does not have the required part in the vehicle, we maintain a supply

of genuine original equipment Johnson Controls replacement parts at each district office, or overnight from our factory.

Our local Roanoke office maintains a supply of Johnson Controls fire alarm system parts. This supply will ensure system repairs will be accomplished in a timely manner. If we do not have the required part in stock at our branch office, we are able to draw from other Johnson Controls branch offices in the following locations:

- Richmond, Virginia
- Greensboro, North Carolina
- Raleigh, North Carolina
- Norfolk, Virginia

Our office also has unequaled access to spare parts and equipment from Global Products, Building Technologies & Solutions, the manufacturer of the proposed Johnson Controls systems. Global Products and Johnson Controls Fire Protection are both owned and operated by our parent company, Johnson Controls International. Johnson Controls operates a state-of-the-art warehouse facility in the Atlanta, Georgia area. This warehouse supplies key products to Johnson Controls offices and distributes products worldwide. Staffed with approximately 250 full time personnel, this team ensures orders are filled promptly.

The Atlanta warehouse stocks extensive inventories in this 240,000 square foot facility. As noted on the chart included in this section [as an 11 x 17 foldout], the facility ships an average of over 12,000 orders a month, some 6,000 plus items each month are shipped to Johnson Controls district offices throughout North America.

Spare Parts Kits

Johnson Controls offers Spare Parts Kits containing a selection of parts most often needed to repair fire alarm systems. These kits are packaged in a secure metal storage box that can be wall-mounted in a convenient or out-of-the-way location.

We Now Offer Spare Parts Kits Containing the Most Frequently Needed Repair Parts.

On-site spare parts kits enhance system reliability and increase the probability of successful first time repairs. This reduces the likelihood of the requirement for a return visit to correct a problem, thereby minimizing cost and disruption to a customer's operations. Spare Parts Kits are available in two basic configurations:

- An addressable fire alarm parts kit contains one sensor base, two photo sensors, one heat sensor, one addressable pull station, and two notification appliances.
- A conventional fire alarm parts kit contains one detector base, two photo detectors, one heat detector, one pull station, and two notification appliances.

The Spare Parts Storage Box is also available separately.

Our local offices will continually interact with the SRC to ensure a high level of customer satisfaction. Our District offices are completely informed about everything that is occurring with an account and they continue to work to make sure each customer is completely satisfied.

2.1.2 Who will Perform the Services

Inspection, testing, maintenance and repair services on Virginia Tech's existing fire alarm systems will be

Johnson Controls Technicians are Trained to Service All Fire Alarm System Elements.

performed by qualified personnel from Johnson Controls' Roanoke, Virginia branch office. Offering Virginia Tech a local management presence, this office employs highly skilled employees, many of whom have degrees in engineering fields, diplomas from technical schools in electronics, and certificates gained in numerous Johnson Controls specialty schools. Our team's employees have many years of collective experience supporting all aspects of Johnson Controls and other fire protection system products.

The organization chart on the next page displays the Johnson Controls employees who will support Virginia Tech. This chart outlines our team's reporting structure. The following discussion provides an overview of the roles and responsibilities of each team member.

Jeff Jackman, Area General Manager

Mr. Jeff Jackman has overall responsibility for job completion. Mr. Jackman establishes team objectives and Manage team efforts to achieve forecasted goals.

Jodi Skurupey, Customer Care Representative

Ms. Jodi Skurupey is responsible for ensuring that Virginia Tech's service needs are comprehensively met with the appropriate service maintenance programs. She also monitors the satisfaction levels of Virginia Tech personnel and assesses the progress of customer programs. She works closely with the Service Department and delivers feedback to ensure that Virginia Tech receives the service maintenance quality it expects.

Mark Webb, Fire Service Manager

As Fire Service Manager, Mr. Mark Webb follows up with Johnson Controls Service personnel on a daily basis to access manpower needs. When technical support is needed, he schedules resources appropriately. All Johnson Controls staff who commission and service our products report to the Service Manager. Johnson Controls Service Managers also provide and obtain additional technical assistance if required.

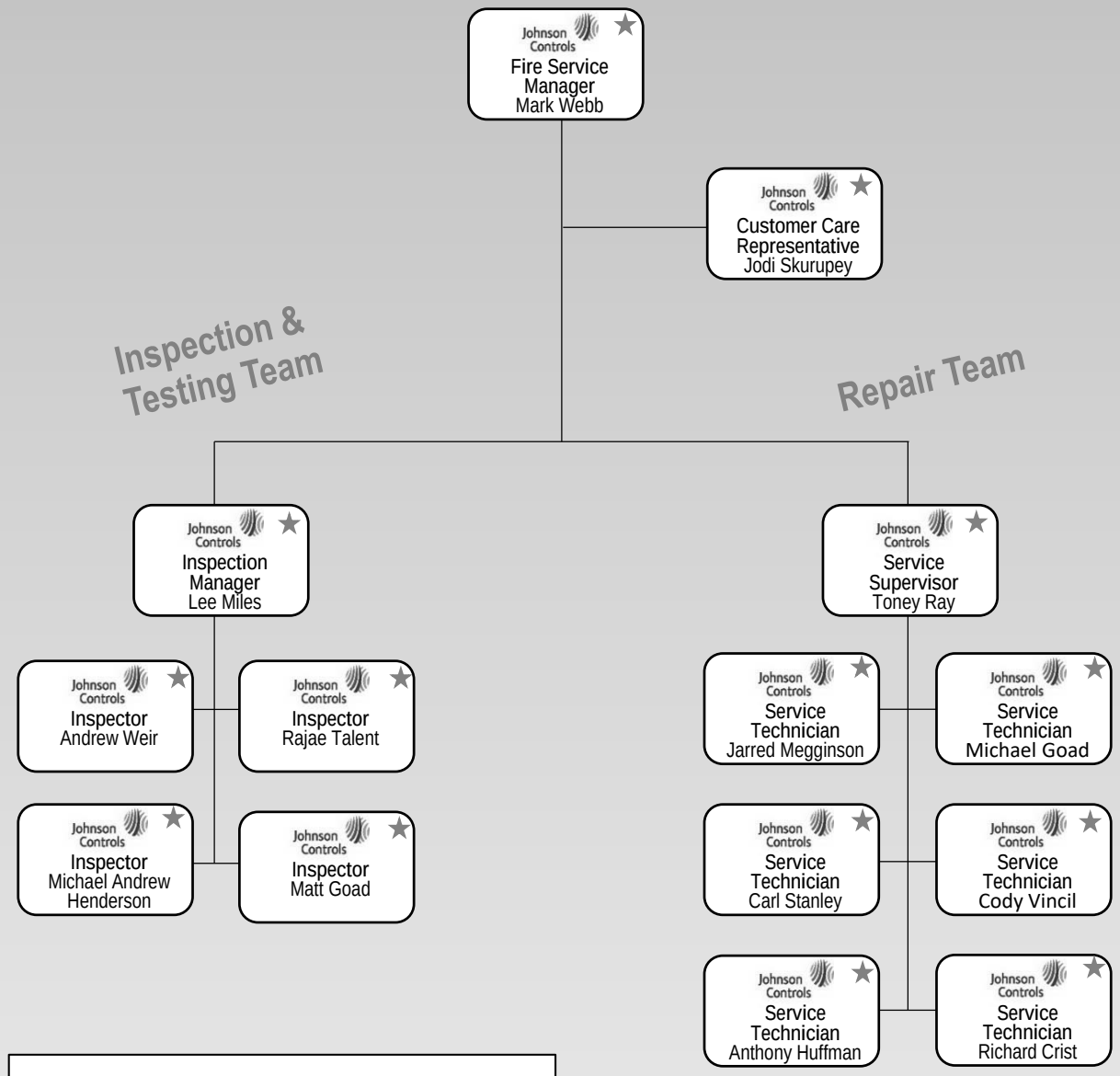
Fire Alarm Inspectors and Technicians – Local/Corporate Support

Our Roanoke Branch Office is supported by the largest and best-trained service organization in the industry – 8,900 strong. Over 1,000 of these professionals are certified by the National Institute for Certification of Engineering Technologies (NICET).

Prospective technical service representatives are subjected to preliminary testing in electronics, computer proficiency, and analytical logic in addition to a series of personal interviews with departmental, district and corporate levels of Johnson Controls management. Written examinations, verification of work experience, competency, knowledge, and personal recommendations are used during our technical certification process. This process ensures all Johnson Controls service employees have competent customer service and communication skills. Applicants who meet these strict standards receive criminal background checks and pre-employment drug screening.

Once hired, Johnson Controls associates attend extensive training programs. They are enrolled in

Johnson Controls' Proposed Team for Virginia Tech's Fire Alarm Service Needs



Our Team Has Extensive Industry Experience

NICET certification training at each branch office location. There are presently four levels of NICET certification including:

- NICET Level I technicians are generally entry-level service technicians who have limited relevant work experience.
- NICET Level II technicians usually have a minimum of 18 months experience. These individuals demonstrate a competency in advanced theoretical abilities.
- NICET Level III technicians have a minimum of five years experience and they have mastered numerous specialty job skills.
- NICET Level IV is designed for complex technical and/or supervisory situations requiring advanced analytical abilities. This level requires a minimum of ten years experience in the fire alarm industry.

After testing and successful completion of our local training program, service technicians travel to the Johnson Controls corporate office in Westminster, Massachusetts for several weeks of equipment (fire alarm as well as our other product lines) technical training. Our service employees also receive continuous educational training including video training tapes and on-going technical schooling at our corporate facility.

Our office will draw upon the range of skills of the service department's technicians. The Johnson Controls technicians who work at our office have been trained to provide specialized service functions. Our corporate training has prepared these technicians to perform advanced technical support in areas such as programming, testing and end-user service. Our District office is staffed to provide the following levels of service:

1. Specialized installation technicians are assigned to support small additions and alterations to existing systems.
2. Technical Installation Support (TIS) technicians who specialize in Systems Installation Technical Support.
3. Our Technical Representatives (TR's) support a range of end-user service issues (such as system programming).
4. Dedicated Inspection Technicians manage inspection and testing services.

The Johnson Controls service staff is factory-trained to service the broad range of products that we manufacture. We stress ease of maintenance when we design, develop, and manufacture our products. Our systems include both hardware and software products.

Johnson Controls offers a turnkey service solution that includes the inspection, maintenance, and repair of fire alarm systems by factory-trained technicians. Johnson Controls is prepared to support fire alarm system maintenance needs 24 hours a day, seven days a week, 365 days each year. Johnson Controls technicians will provide the following fire alarm system support ensuring the system is in proper, safe, and efficient operating condition.

Johnson Controls factory-trained technicians will respond to emergency maintenance requirements. Johnson Controls will furnish all labor, travel, materials, supplies, parts, equipment, panels, devices, and warning signs for fire alarm system warranty maintenance. The Johnson Controls service program includes the following:

- Scheduled and preventative maintenance including inspecting, testing, adjusting, repairing and parts replacement,
- Troubleshooting and equipment repair services to remedy failures and malfunctions,
- Major equipment maintenance and overhaul,
- Maintenance reports, daily logs, and record keeping,
- Maintenance manual updating, and
- Additional work as directed, above and beyond the specified scope of the requirements documents.

2.1.3 Time Durations

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

2. Plan for Providing Services:

a. Description of the specific services the Offeror proposes to provide to include but not be limited to when the services will be performed, by whom, and the anticipated time durations for typical services.

Johnson Controls works with an approved monthly schedule with Virginia Tech that we adhere to and can perform all inspections in a timely manner to maintain compliance.

Our Fire Alarm Inspectors will perform all inspections, repair work will be done as requested. We acknowledge and adhere to the two hour emergency response time.

2.1.4 Services NOT Included In The Proposal

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
2. Plan for Providing Services:
Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

a. .....Offeror must also clearly identify all inspection, testing and maintenance services NOT included in the Offeror's proposal, which are required by the applicable fire prevention codes and that Virginia Tech should perform.

Johnson Controls is offering a comprehensive inspection, test, and repair service proposal. Additional, optional proposal elements include the following:

- A 1% discount for quarterly prepayment of 25% of the total dollar amount awarded to Johnson Controls.

- A 4% discount off of the total dollar amount if 100% of the inspections are awarded to Johnson Controls

2.2 Certification And Reporting Documentation

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
2. Plan for Providing Services:
Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

b. Description of all certification and reporting documentation to be provided by the Offeror in the performance of its work. Include samples of all Offeror's standard certificates, tags, and reports.

2.2.1 Samples

Johnson Controls understands Virginia Tech's requirements for our team's maintenance of inspection and test records. As a longtime fire alarm equipment and service provider to Virginia Tech, we have in-place recordkeeping procedures designed to meet Virginia Tech's requirements.

2.2.1.1 Standard Certificates

We do not normally issue certificates relating to fire alarm system test, inspection, and repair work.

2.2.1.2 Tags

Tags are not generally used as part of the process for fire alarm system testing, inspection and repair work.

2.2.1.3 Reports

Johnson Controls understands Virginia Tech's requirements for inspection and test reports. As a longtime fire alarm equipment and service provider to Virginia Tech, we have formatted reports and report submittal procedures already established. Please refer to Sample reports submitted at the end of this section

2.3 Applicable Fire Prevention Codes

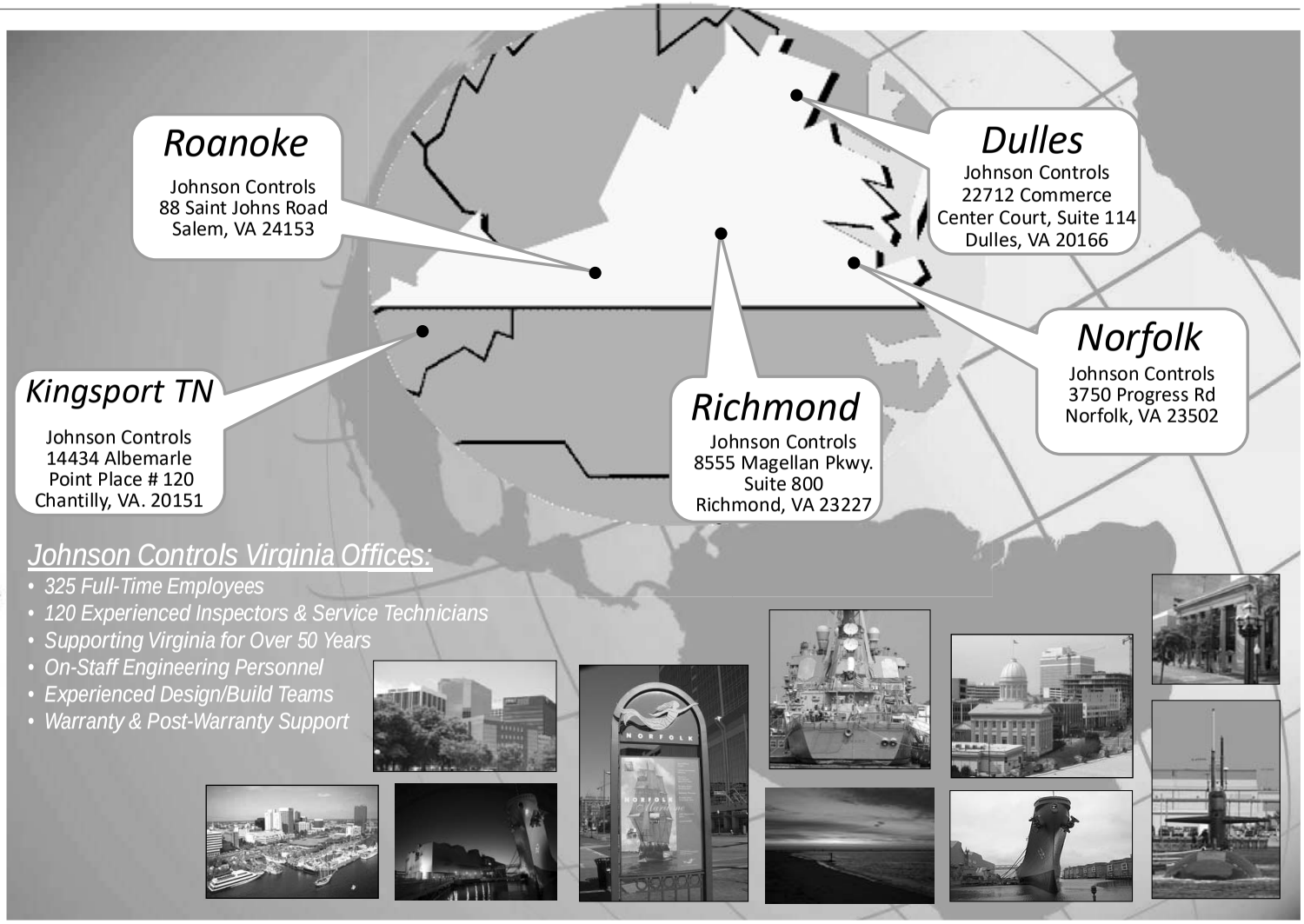
Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
2. Plan for Providing Services:

Johnson Controls

Capabilities

- BUILDING AUTOMATION SYSTEMS
- CONTROLS
- HVAC EQUIPMENT
- AIR SYSTEMS
- SECURITY
- FIRE & HAZARD PROTECTION
- BUILDING SERVICES & PARTS
- LIGHTING, CONTROL & RETROFIT
- OPERATIONAL INTELLIGENCE & LOSS PREVENTION
- ENERGY STORAGE
- RETAIL SOLUTIONS
- BUILDING WIDE SYSTEMS INTEGRATION



Our District Office Personnel Offer Extensive Experience and Knowledge To Deliver a Range of Products & Services.

Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

c. Identification of applicable fire prevention codes, regulations, standards and manufacturer's recommended practices to be followed by the Offeror in the performance of specific tasks proposed by the Offeror.

Virginia Tech and Johnson Controls have worked together for over 35 years. We have proudly served the fire alarm system equipment and service needs of the campus. Maintaining the systems' code compliance has been a critical part of the support provided by our team.

Johnson Controls' local inspectors and technicians have a thorough understanding of the applicable codes that relate to the performance of inspection, test, and repair services of Virginia Tech's fire alarm systems:

- Virginia Statewide Fire Prevention Code "SFPC" (2003 Edition) Effective November 16, 2005
- International Code Council - International Fire Code "IFC" (2003 Edition)
- National Fire Prevention Association NFPA 72, Chapter 7 (2002 Edition)

2.3.1 Applicable Regulations

Please refer to Section 2.3 entitled *"2.3 Applicable Fire Prevention Codes"* for our response.

2.3.2 Applicable Standards

Please refer to Section 2.3 entitled *"2.3 Applicable Fire Prevention Codes"* for our response.

2.3.3 Manufacturer's Recommended Practices

Simplex brand fire alarm and detection equipment is manufactured by Johnson Controls' "sister" company, Tyco Safety Products. The close association of the two companies means that Virginia Tech's local Johnson Controls inspectors and technical representatives can provide the latest product updates, recommended practices, and technical support.

Please see examples of procedures and bulletins that Johnson Controls' local offices receive from Tyco Safety Products.

2.4 Service Equipment List

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

2. Plan for Providing Services:

Complete and detailed description of the Offeror's methodology and plan for providing the services described herein including:

d. List of service equipment to be used by the Offeror in the performance of its work.

The following section identifies tools and equipment our team uses to test Simplex Fire Alarm Systems.

Standard Tools and Equipment

Automated Inspection Module (AIM)

Automated Inspection Management (AIM) speeds inspection reporting and simplifies records-keeping Conducting timely inspections of your life-safety systems – and gathering critical information about efficiencies that may impact life safety functionality and reliability – is a vital component in any comprehensive life-safety strategy. Inspection and Deficiency Reports must quickly be made available to your staff so steps can be taken, as necessary, to address issues and comply with local requirements. And those reports must be made available to the authorities upon request as validation that your life-safety environment is operating properly.

As a world-class leader in life-safety services, a 200-year legacy of performance in the life-safety business and more than one million customers across North America. We provide state-of-the-art test, inspection, maintenance and reporting services for thousands of customers and have encountered – and solved – virtually every kind of maintenance, inspection and code challenge imaginable. Our service professionals are known for their speed, efficiency, thoroughness,

and broad knowledge of national and local codes. Indeed, Johnson Controls is a service provider choice when it comes to inspecting not only our own equipment, but other manufacturers' systems as well.

Highlights of the AIM system include:

- Works with or without Bar Codes.
- Utilization of Bar Codes promotes compliance through electronic verification.
- Accommodates system changes as devices are added or deleted.
- Accepts Excel or CSV file format uploads for initial setup
- Final Reports available immediately after synching from Console in Johnson Controls office.
- Administrator can generate reports and email as a PDF
- Supports both Pocket PC and Laptop mobile devices
- Supports 12 different printers with Bluetooth connectivity to print a draft copy of Inspection report on-site prior to synching
- Data can be sorted and filtered or copied as any regular Excel file.
- Performs all types of Fire Protection system Inspections, using any combination of frequencies the user desires

One Tool for All Your Inspection Needs

AIM supports all types of Life Safety Fire Protection and Security System inspections. AIM can be utilized by customer for owner required inspections. AIM also provides customization for supplementary inspections performed by the customer.

Streamlined Record Keeping

The AIM system provides electronically generated inspection reports in a PDF format. These easily accessible reports allow for custom Excel extracts for customer access to detailed inspection information. The system also provides electronically generated deficiency reports in a PDF format. AIM's deficiency viewer assists in tracking and resolving open deficiencies.

Automated Inspection Management (AIM) makes the entire process faster and more convenient

Central Database

The user-friendly central database is protected and backed up to ensure continuous operation with redundant backups of stored data. The database features simple intuitive functions that lead users through all workflows.

Proactive Life Safety Systems Management

Use of the AIM system manages the timing of items to be inspected in accordance with NFPA. The system's preconfigured NFPA requirements prompts only the inspection task that is due to be carried out.

The standard tool kit for a SimplexGrinnell low-voltage technician includes the following:

Part Number	Description
553-013	6" Adjustable wrench
553-015	Wire side cutter
553-016	Needle Nose Pliers
553-017	Duck Bill Pliers
553-024	Starter screwdriver
553-030	Phillips screwdriver

553-085 Wire crimp tool
553-094 Fuse Puller
553-164 Soldering iron
553-166 Solder iron tip
553-177 3/16" x4" Screwdriver
553-296 Safety glasses
553-302 Wire Stripper
553-304 Mini flash light
553-306 Solder vacuum
553-307 Mini Shear Cutter
553-308 Socket driver handle
553-310 .050 hex driver
553-311 1/16" hex driver
553-312 5/64" hex driver
553-313 3/32" hex driver
553-314 .048" Bristol driver
553-315 .060" Bristol driver
553-316 .072" Bristol driver
553-317 3/16" nut driver
553-318 1/4" nut driver
553-319 5/16" nut driver
553-320 11/32" nut driver
553-321 3/8" nut driver
553-337 Lead free solder

The "No Climb" Tool Offers an Ideal Solution to Testing Detectors at Extreme Heights

Our Technicians Use Specialized Smoke Detector Testing Equipment.

553-338 1/8x8" Screwdriver
553-342 Pin extractor
553-377 Tork Driver w/bits
553-424 Fluke 75 Multimeter
553-425 Fluke 75 Holster
553-429 Fluke meter test clips
553-484 Static control strap
553-592 Nylon Tool Bag

Each Technical Representative also has the following equipment:

- Company Vehicle (replaced every 2.5 years or sooner)
- Pager
- Triplet 310 Meter w/amp meter adapter
- Smoke Generator (for testing smoke detectors)
- Service Manual
- Laptop computer w/link to HQ mainframe
- Wrist Strap and Ext Cord, Static Control Kit
- Complete Static Control Kit
- Beam Detector Filter Kit
- SLK Detector Removal Tool
- Software, 4002 Programmer
- 4002 Programmer Module
- Small Black Cordura Tool Case
- Competitive FA Key Ring
- 2001 Extender Board
- Triplett 310 Meter
- Adapter, Triplett 310 (AMP Pro B)
- Test Leads, Triplett 310
- Fluke 75 Meter
- Fluke 75 Holster
- AC Current Probe (Fluke)

- Test Lead Set (Fluke)
- Detector Cleaning Kit

Each branch office stocks the following equipment items:

- Tektonics Oscilloscope, model 2213
- Motorola HT50 Radios
- Ultra-sonic Detector Cleaning Kit
- Complete Static Control Kit
- Detector Sensitivity Tester, model TSI-A100
- D.B. Meter
- 4100 Programmer
- Gemini 501 Sensitivity Tester
- Pyrotronics Module FPI-32 Programmer/Tester
- 5001 Cable Strip Tool
- 5120 Cable Termination Tool
- 5120 Cable Test Tool
- 5120 Impedance Meter
- Battery Tester
- 5120 Linesman Test Set
- 5120 Test Tone Set
- Gemini 501 Smoke Analyzer
- Gemini Carry Case
- Gemini Liquid Aerosol
- Gemini Portable Cart
- Gemini Wand
- Gemini Vacuum Filter
- Epson Lx-810 Printer
- E-Prom Eraser
- Promac P-2A Prom Burner
- Down Load Cable
- Smoke Detector Vacuum Cleaner
- Inductive AMP Probe
- Heat Detector Tester
- Heat Detector Globe Assembly
- Heat Detector Tester Heat Bulb
- Heat Detector Tester Control Unit
- Motorola P-110 UHF Radio
- P-110 Battery
- P-110 Slo-Rate Charger
- P-110 Car Charger Adapter
- P-110 Antenna
- Carrying Case,
- Motorola Radio Battery Pack,
- Motorola HT-90
- Oscilloscope Probe Kit
- Motorola HT50 Radio Includes Charger.

Special Tools and Equipment

The "No Climb" Tool

The "No Climb" tool offers an ideal solution to test detectors at extreme heights and is used in conjunction with other equipment listed in this section. The no-climb tool allows for testing of smoke and heat detectors in actual use for absolute sensitivity testing.

Solo Smoke Detector Tester

The Solo detector test smoke tunnel works in conjunction with the No Climb tool and is designed to measure or calibrate optical and ionization type smoke detectors in a factory, repair shop or laboratory. It is supplied with an electronic interface and control module, PCI PC interface card, software for computer-controlled operation, and full documentation. It is suitable for use by operators with no specialist skills.

Heat Detector Tester

A cordless model also works in conjunction with the No Climb tool, but incorporates CAT™ (Cross Air Technology), and activates 95 percent of all spot / point type heat detectors (fixed temperature, rate of rise and combination) within seconds and many times faster than other designs. It provides a premium solution for testing heat detectors when compared to other technologies.

Detector Removal Tool

Detectors fitted out of reach present particular problems for removal and replacement for service purposes. This device, fitted to the No Climb extension poles, addresses this issue.

Our team can offer a universal detector removal tool that is suitable for use on an extensive range of detector models and sizes. The system incorporates color-coded heads (tri-cams) that rotate to provide a wide range of aperture settings and will remove a number of detectors.

The 1490 Adapter

Convenience is an important part of the process to allow testing of all smoke detectors properly and on a timely basis. The 1490 Adapter allows our technicians to test an entire smoke detector system. It concentrates the spray, bringing the nozzle right to the test point for total accuracy. The plastic ring slips on the Smoke Detector Tester can, the 18-inch PVC tube is inserted to allow testing.

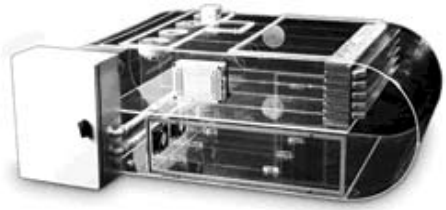
Smoke Detector Tester for Calibrated Sensitivity Inspection of Installed Detectors

SimplexGrinnell technicians use testers that are Underwriters Laboratories (UL) listed. These testers are designed to assist our personnel sensitivity tests that can satisfy National Fire Alarm Code requirements. Testing includes a calibrated sensitivity test to assure the following:

- Each detector is within its listed sensitivity range
- Each detector will initiate an alarm when exposed to smoke of certain concentrations.

These instruments are individually calibrated with Particle Mass Monitor and Standard Reference Detectors. The instrument output is presented as mass concentration in mg/m3 and smoke obscuration in %/ft. Our technicians use equipment that is suitable for all types and brands of detectors. It also allows our technicians to test detectors in place, without the need to remove them from the ceiling. Using this equipment, our technicians do not need to own a test probe from each manufacturer.

Our personnel are able to measure the sensitivity (alarm point) of an entire alarm circuit. They are also able to check blockage to a unit's smoke entrance. Johnson Controls technicians direct the equipment's smoke through a hose, wand and cup to the detector at the ceiling. The Tester produces a consistent, stable, polydispersed aerosol smoke from a refined mineral oil. The smoke particle sizes and size distribution resemble that of smoke from the UL-268 Standard Smoke Box. Because of its small particle sizes, low concentration, and short exposure time, the test smoke is not harmful to the detectors or the operator.



This Detector Test Smoke Tunnel is Designed to Measure or Calibrate Optical and Ionization Type Smoke Detectors in a Factory, Repair Shop or Laboratory

This Heat Detector Activates 95% of All Spot /Point Type Heat Detectors.

Extension Devices

Our technicians use Extension Devices to reach of even the highest and most remote smoke detectors quickly and easily without the use of ladders. These devices consist of two units:

- A Head Tube which grips and triggers the aerosol can, and
- An Extension Arm, which serves to extend the range of testing operations.

Patented Aerosol Particles Simulate the Entire Range of Fire Conditions

This versatile set of accessories allows our technicians to test the smoke detectors at elevations of 10 to 34 feet (3m to 11m). Our personnel use both metal and fiberglass units, the latter is safely used in areas where there are exposed electrical connections. Both are lightweight and portable devices that assemble quickly and easily without the use of tools.

Sensitivity Testing

Smoke detectors typically need to be independently tested for sensitivity using a third party. This is recommended because each device's sensitivity can fluctuate. Over-sensitivity can cause false alarms and under-sensitivity can cause delayed alarms. Our technicians also use a Trutest Smoke Detector Tester which is durable, cost efficient, simple to use, and reliable. This advanced field service instrument enables fire alarm engineers (technicians) to measure the sensitivity of installed smoke detectors quickly, accurately, easily and above all, professionally. The unit is very lightweight, easily carried in one hand, programmable, expandable and universal.

The unit also utilizes the latest smoke obscuration sensing technologies to measure and feedback information to a controlling microprocessor in addition to introducing a smoke test aerosol to the detector while it is still connected to the alarm system.

The universal sensitivity test device, provides actual detector sensitivity reading in percent / feet correlated to UL 268 on an LCD screen – in a single test. The detector is designed to be universal and can be used on ionization, photoelectric (optical), conventional and intelligent point type smoke detectors from most common manufacturers.

Our Detector Removal Tool Can Remove Almost any Detector

Smoke Detector Spray Test

Our technicians use a Smoke Detector Spray Tester that is designed to thoroughly exercise both photoelectric and ionization smoke detectors. This approach ensures that their circuitry and alarm systems are functioning and they are actively sampling the air for any hint of a fire. The patented formulation of aerosol particles simulates the entire range of fire conditions that provides our customers the confidence of knowing their fire alarm system will respond promptly to any kind of fire condition.

Our Sensitivity Detector Provides Detector Sensitivity Readings Correlated to UL 268.

Ease of Service Installation

Johnson Controls fire alarm system architecture consists of a "bus" design consisting of a "mother board" system with "daughter cards". These cards may be arranged in a particular order during our manufacturing process. The daughter cards may also be placed individually in the field by the SimplexGrinnell service technician. These features provide flexibility and ease of service advantages. They also allow installation personnel to monitor and diagnose potential issues that may occur during initial system start-up. In the unlikely event that a SimplexGrinnell board does not perform as required, it can be easily replaced. These components are generally located in the same cabinet that contains the boards used for audio amplification.

Modular Motherboard/Plug-In Daughterboard Construction

The SimplexGrinnell 4120 Fire Alarm Control Panel architecture allows optional control/monitor boards to be placed onto what we refer to as a "motherboard" which resides on the back plane of the control cabinet. "Daughter boards" are then placed in appropriate slots in the motherboard for various operational features:

- Network Interface Cards #4120-6014
- Media Modules #4120-0144, 0143, 0142
- Notification Appliance Circuit boards #4120-4001, through 4120-4331
- Auxiliary Relay Control boards #4120-3001 through #4120-3003
- Audio Amplifiers #4120-0201 through #4120-1207
- Audio Controller Boards #4120-0210, 0211, and 0212
- Annunciation Equipment
  a) 64/64 switch controller
  b) 24 point I/O board
  c) 8 red LED module
  d) 16 point Red/Yellow LED
  e) 8/8 Momentary Switch/Red LED
  f) 8/16 Position Maintained Sw/ Red/Yellow LED
  g) Annunciator Control Switch Module
  h) 1 channel audio controller
  i) 2 channel audio controller
  j) 3 channel audio controller
  k) Audio Annunciator Control switch

Time and Cost Saving Maintenance

In this section Johnson Controls addresses the following three major features that save maintenance time and cost:

- Addressing of devices,
- On-site or off-site programming from laptop computers (not from front panel), and
- Set host features unique to our 4120 Fire Alarm Detection Network.

Additionally, Johnson Controls is committed that all aspects of each project will be designed to ensure our equipment can be easily maintained for years to come. Johnson Controls personnel have unequalled experienced gained on numerous projects. Our team's approach includes working in a pro-active manner with personnel such as a project's General Contractors /Construction Managers, engineers, electrical contractors, as well as other key personnel.

We will maintain a clear communication "pipeline" with all parties who work on a project. For example, information is communicated to all required personnel as each project progresses towards a successful completion. SimplexGrinnell district personnel are truly dedicated to working in concert with all related personnel in all aspects of Life Safety. Examples include:

- Code interpretation,
- Drawing from our knowledge base,

- Developing the most cost effective approach to a problem, and
- New product offerings.

Johnson Controls has the experienced personnel and commitment to fully support all service and maintenance functions after our fire alarm equipment is installed.

Address Selection Via Switches In Mounting Base Instead Of The Sensor Unit

All programming of a Johnson Controls sensor is performed in the base, not in the sensor head. The dipswitch used to program an analog point uses binary logic.

On-Site Or Off-Site Programming With Laptop Computer-No Front Panel Programming

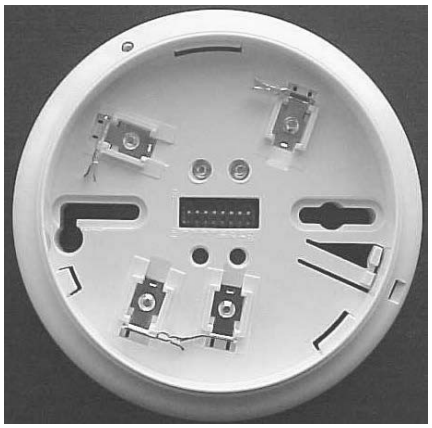
Programming of Fire Alarm Control Panel's is accomplished via a laptop port in the 4120. Information is then downloaded to the system's service port via RS-232. All programming is provided via RS-232. No programming is necessary at the control panel other than scrolling to acknowledge, silence, or system reset.

Complete Set Host Capability

A feature of the SimplexGrinnell 4120 Fire Alarm Network is "Set Host". This feature allows a customer to access remote node information by logging into the remote node database. This function enables programming of the entire network from one node. Users can access information that may not be normally broadcast into the network. Examples include local point testing records and control device status. Operators can program the network from one location to access data from remote devices. For example, TrueAlarm analog sensors that are grouped for operator convenience can be individually investigated and reprogrammed as required.

Decrease Testing Time and Cost

Johnson Controls understands one of the most important elements in the testing of a fire alarm system is to reduce time. To maximize time efficiency, it is critical that panels provide accurate and understandable information to the fire alarm technician in a timely manner.



Johnson Controls' Sensor Base Dip Switches Are Used to Program Analog Points Using Binary Logic.

Johnson Controls equipment provides vital system information that can be collected and analyzed. This information is supplied in both real time and it is also included in the system's archive history log. Furthermore, as a technician tests each fire alarm system, they are able to poll the system to determine past alarm and trouble history as well as analyze the following circuits:

- Notification appliance circuits,
- Initiating circuits,
- Auxiliary monitor points,
- Supervisory points,
- HVAC control and monitor,
- Door release service, and
- Manual evacuation signals.

Johnson Controls has been in the Fire Alarm industry for over 40 years. We have developed several features that decrease testing time and cost including:

- Patented Walk Test™ operation,
- Chronological historical alarm/ trouble logs, and
- Simple English display of event or functions.

These easy to display events or functions include:

- System operation,
- Intelligent data evaluation,
- Environmental compensation features,
- Digital communication of analog sensing,
- Peak activity per sensor,
- Timed/multi stage selection, and

- Thermal detection based upon fixed and rate of rise principles.

2.5 Response Time

Our team understands the RFP requires the following:

VII. STATEMENT OF NEEDS:
D. Service Requirements:
4. Rapid response to emergency repair calls is of the utmost importance. The Contractor should have qualified service personnel on the job at the work site within two (2) hours from the time the call for emergency repair service is received by the Contractor. This service should be available twenty four (24) hours a day, three hundred sixty five (365) days a year.

The Johnson Controls team recognizes that importance of protecting the students, facility, staff and property at each Virginia Tech facility. Fire alarm systems must be performing at their optimum level of operation. We also understand that related repairs must be performed by qualified technicians.

After-Hour Emergency Service Is Available 24 Hours A Day, 365 Days A Year

Johnson Controls' technicians are some of the best trained and skilled technicians in the field. Most of our technicians are NICET certified that have many years of fire protection service experience. We have assembled our best team for Virginia Tech's fire alarm services project to provide the peace of mind that when and if an emergency happens it will be fixed quickly and correctly each and every time.

2.5.1 24x7x365 Response Time

During normal business/campus hours, Virginia Tech personnel will be able to work with our local service office to resolve any unexpected system issues that arise. At the local office level, service calls are directed to a service dispatcher, who assigns the appropriate technical representative to travel to the facility.

If after-hours calls are made to Johnson Controls' toll-free service number, they will be answered by a service operator and routed to an assigned on-call after-hours technician. Johnson Controls operates a central call center for reporting problems. This center operates 24 hour a day, seven days a week, 365 days each year. It is located in our manufacturing facility in Westminster, Massachusetts. A back-up facility is located in Kansas City, Missouri.

Johnson Controls generally responds to all system service calls with a rapid callback from an on-call Technical Representative. Each reported event is prioritized based on the nature of the trouble.

Our team offers service 24 hours each day, 7 days per week, and 365 days per year. The Johnson Controls Roanoke Branch Office assigns personnel to handle after- hours and weekend response requirements. After-hours calls are routed to the call center at Johnson Controls' corporate office, where technicians are supplied with the on-call list.

2.5.2 2 Hours Emergency Response Time

Johnson Controls understands that emergency response to Virginia Tech's fire alarm system emergency repair calls is of the utmost importance.

Our local Roanoke District Office team consists of qualified service personnel who can arrive at the work site within two (2) hours from the time the call for emergency repair service is received. This service is available twenty four (24) hours a day, three hundred sixty five (365) days a year.

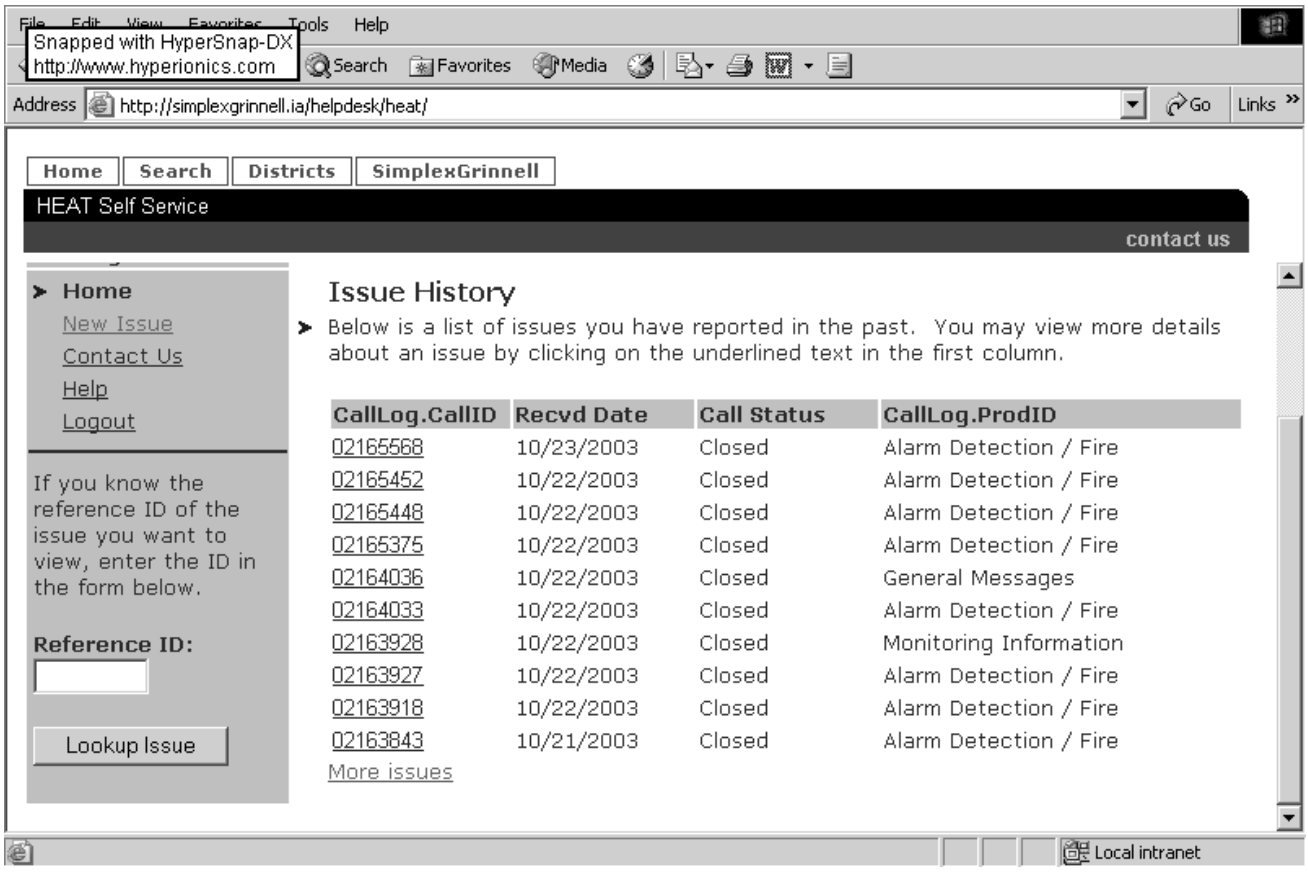
To ensure emergency response to emergency service calls, our local personnel in the Roanoke Branch Office have established an on-call schedule that matches the campus buildings and the system equipment to the properly experienced and security-cleared technicians. This schedule is issued to Virginia Tech personnel so that they will know which technicians are available.

The on-call schedule also takes into account individual technician's plans, such as upcoming vacation schedules.

The planning process ensures that trained personnel are always in place to support Virginia Tech.

Johnson Controls offices throughout the country use a national toll free service number for after-hour emergency service. This telephone line is available 24 hours a day, seven days a week, 365 days a year. Staffed with certified specialists who have extensive practical and technical knowledge, the Johnson Controls Corporate Point of Care Support Center provides efficient advice from installation and troubleshooting to maintenance and product replacement. Our Quality Management System and ongoing training ensure that our support professionals deliver solutions to meet our customers' needs.

The Support Center makes use of leading-edge information tools, including those from Primus®, a



Our Computer System Includes A Listing of Key Historical Data Regarding Previous Service Support.

leading provider of eService software and services. The Primus applications help our software specialists deliver superior service and leverage the company's extensive knowledge base to assist customers. We also utilize remote diagnostic tools such as Carbon Copy to provide fast and efficient service without the need for on-site visits.

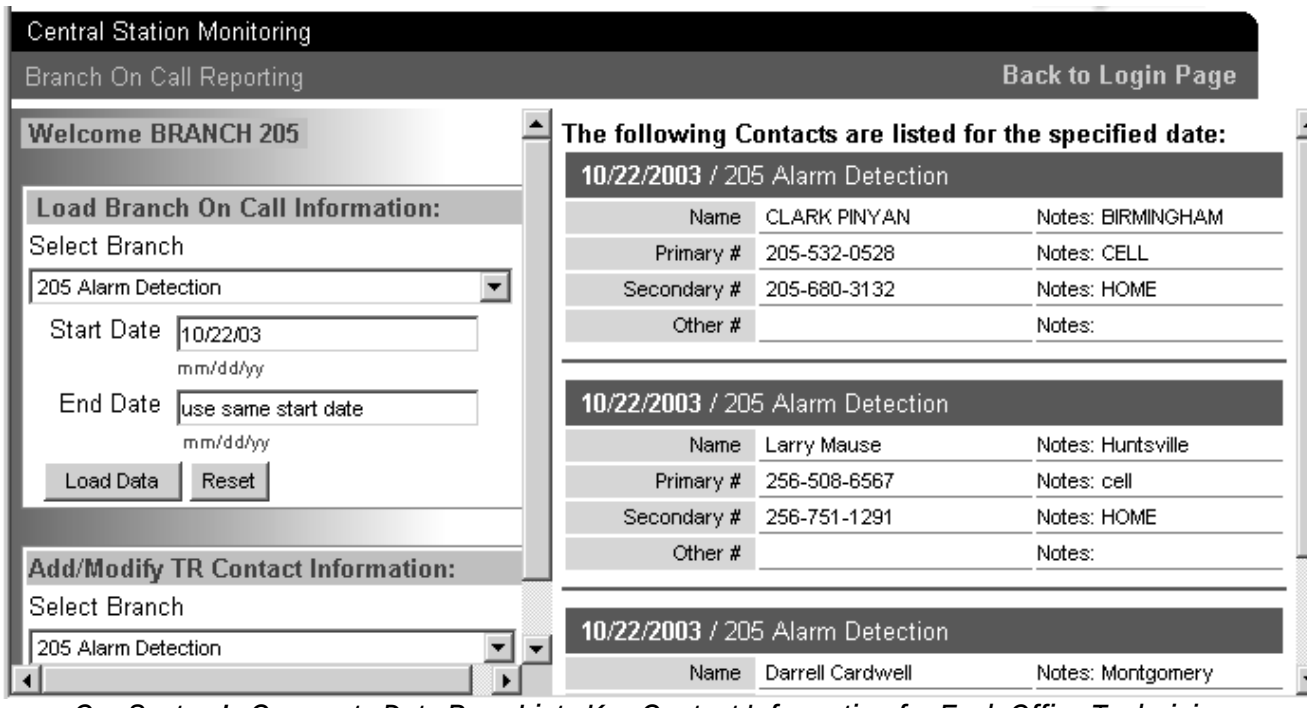
The Support Center uses a call management system to track calls. Every support call that comes into the Support Center is assigned a unique call number. Everything done with the call, from point of entry through problem determination and to resolution, is recorded in the call record. Calls are linked to solutions that are then shared across the enterprise. Our solution oriented problem solving allows us to resolve issues in a consistent manner and with an emphasis on proven diagnostic techniques. Through the use of our solutions oriented systems, our customers are assured of a closed loop process with the design, development, delivery, and support of our products.

Johnson Controls offices are assigned a DID number in order to transfer their calls to the Corporate Answering Service. Each office is assigned a different number to forward their calls to. This allows the Johnson Controls Call Center Operators the ability to distinguish which office is receiving a call and assure the proper technician is paged.

Office Profile Set Up – Each office dictates the options required for an on call basis to best serve their customers needs. A profile is then established to reflect those options. The on call options may include any/all of the following, but are not limited to:

- Fire Alarm Detection
- Fire Sprinklers
- Fire Suppression
- Fire Extinguishers
- Kitchen Hood Fire Suppression, and
- Security Systems

On-Call Tracking – The on-call tracking is located on the Johnson Controls Intranet site. On call tracking is divided into two separate databases. One is called Add/Modify TR Contact Information. In this database, all the technicians and supervisors/managers that could possibly need to be contacted are listed. If changes to telephone numbers need to be made, they



Our System's Corporate Data Base Lists Key Contact Information for Each Office Technician.

are made in this database. The other database is called Load Branch On-Call Information.

The example computer screen included in this proposal section demonstrates our system's ability not only to separate by category (sprinkler, alarm and detection, extinguishers, etc.), but also to separate by county. The operators then hit the "pink I" that is highlighted and are able to expand the field to see the technicians' phone numbers. Please refer to the example provided in this proposal section.

Updating On Call Information via the Intranet – Each Johnson Controls office is responsible for designating a person to update the office's on-call information on a regular basis. The On Call Tracking system runs from 8am-8am daily. The website is located at http://biz.simplex.ia/oncall.

Logged Calls – Calls are logged in two ways, either "Service call or Message". The operator records the appropriate information given to them by the customer and they select the proper product group (AD, extinguishers, general message, hoods/suppression, Nursecall/ Executone, security, or sprinkler). The operator then checks the profile for any special instructions. If a technician is needed, they then refer to the Load Branch On-Call Information by office number, category, and date. Once a technician is notified, the call is closed and it is e-mailed to the office.

E-mail – Most of the Johnson Controls offices already have mailboxes set up to receive answering service messages. E-mail is the most reliable, therefore, the preferable way to send messages to the offices.

HEAT Self Service – In the event the person in charge of the mailbox is out, there is another method for checking messages. The answering service uses the HEAT software; therefore, anyone with access to the Intranet can access his/her call history through HEAT Self Service. Follow the steps below:

1. Go to: http://biz.simplex.ia/oncall
2. Click on "Field Tools"
3. Click on "Heat Self Service"

Our Service Resource Center is Staffed with Johnson Controls Employees.

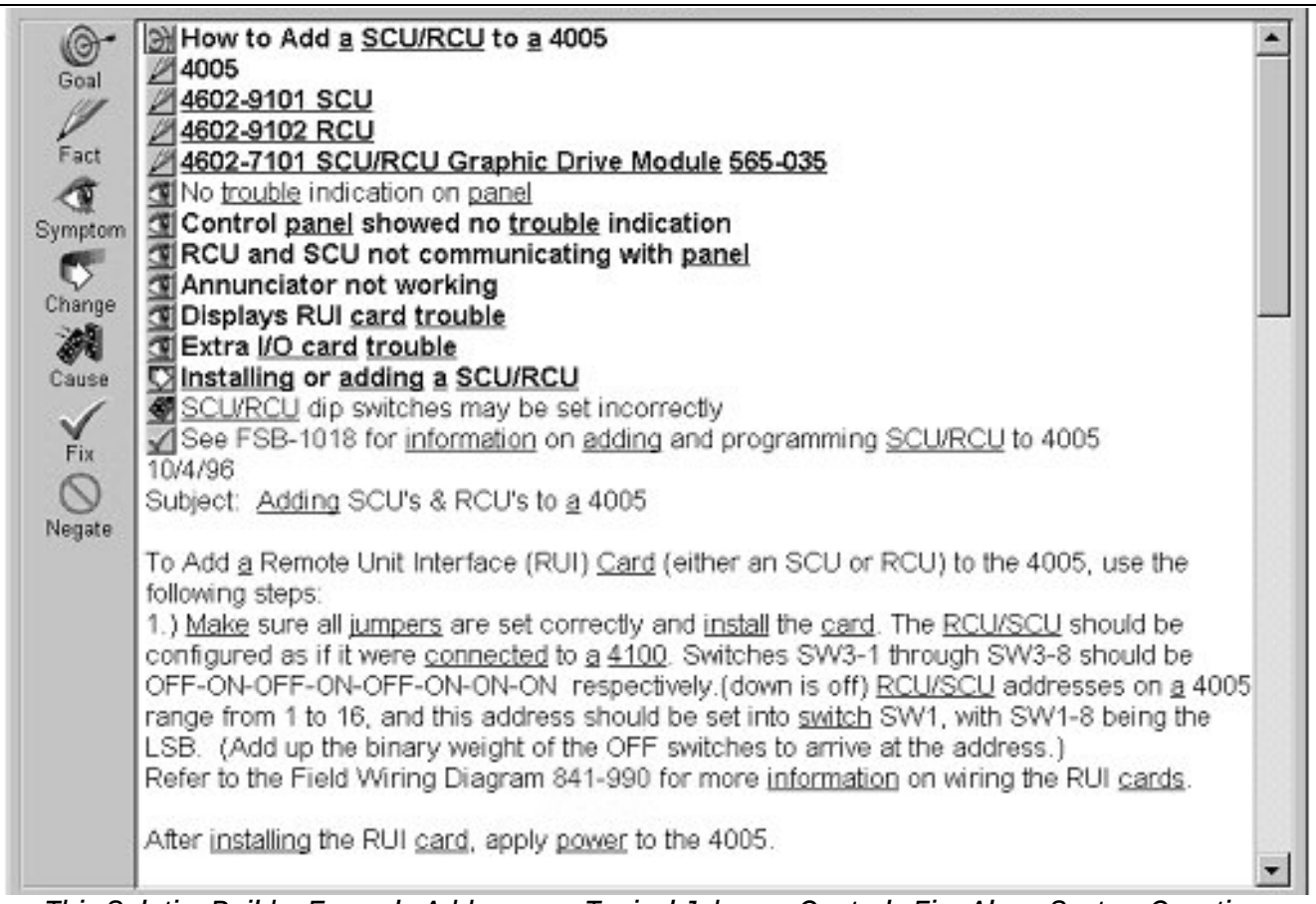
4. Click "Start Heat Self Service"
5. Enter the office # (for example: 108 if you are the Boston office)
6. Then click on "Login"

The login site includes a listing of all of the calls that have been channeled to the afterhours corporate Answering Service for each respective office. Each listing includes the Call ID#, Received Date, call status and product ID as shown in the computer screen capture included with this proposal section. Any call ID number can be double-clicked in order to view the complete information for that call.

Our corporate answering service provides support in the event a Johnson Controls office is closed for special reasons. For example, all of the Johnson Controls offices in Louisiana (as well as the Mobile, Alabama office) close for the Mardi Gras holiday.

Our team's experience with work similar in size and scope resulted in the establishment of several key elements regarding callback support. The resulting benefits include:

Availability – Our team has demonstrated a capability to respond to many customer requests immediately. We are able to provide onsite staffing if desired. The resulting benefit we offer is a short response time when called. Our personnel understand it is important to be able to respond immediately to life safety system



This SolutionBuilder Example Addresses a Typical Johnson Controls Fire Alarm System Question.

calls. We realize we must quickly determine the cause and deliver a solution.

Readiness – Johnson Controls technicians are thoroughly trained in a wide range of life safety elements. Additionally, our office has additional qualified personnel if required.

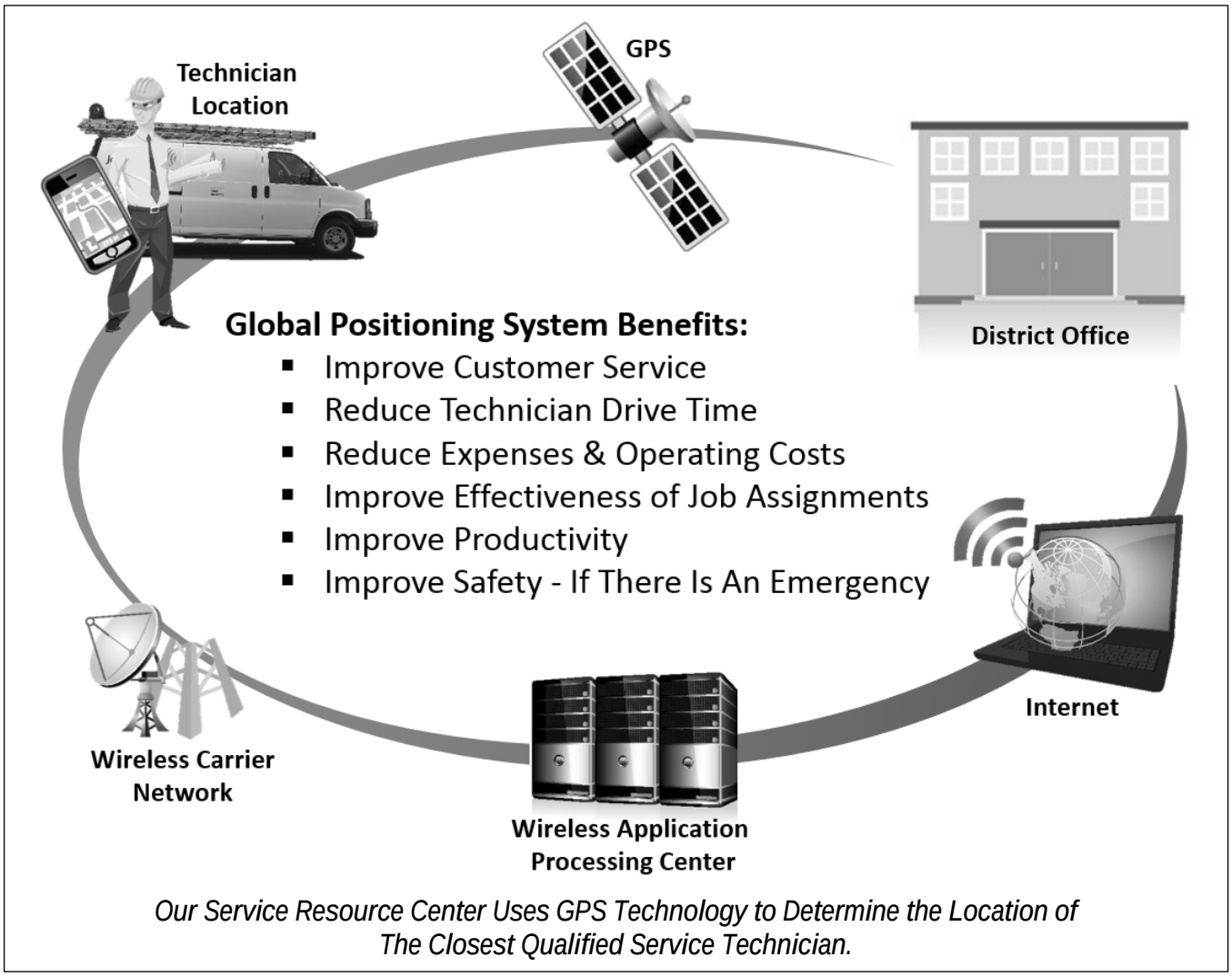
Flexibility – Our personnel realize the need for flexibility. We are committed to supporting callback service needs.

Quick Response – Our personnel are able to communicate effectively with each other. We have developed an understanding of whom to call and where to call. Our technicians are also extremely mobile – each has access to separate vehicles to ensure fast response.

Some of our customer's personnel may be unfamiliar with the intricacies of the fire protection system that protects their particular facility. They may only be aware that there is a problem with the system and Johnson Controls should be notified. In these cases, we will work with the respective personnel to investigate the situation upon arrival at the facility, and determine the location of the system component.

Global Positioning Tracking Systems

All Johnson Controls service vehicles are equipped with Global Positioning System (GPS) tracking allows our company to provide highest quality efficient service. GPS enables Johnson Controls Personnel to determine the location of the Johnson Controls service vehicle that is in the closest proximity to the specific facility that requires emergency service. GPS enables our service dispatchers to verify locations of each technician working at any site. GPS allows Johnson Controls personnel to track service vehicle activity at each location. This technology provides



Our Service Resource Center Uses GPS Technology to Determine the Location of The Closest Qualified Service Technician.

documentation or reports that may be useful in the management of a Maintenance Agreement.

Service Resource Center

Johnson Controls has established a Corporate Service Resource Center in Westminster, Massachusetts. The SRC receives, schedules and dispatches service repair (break/fix) calls for all product lines for all Johnson Controls offices throughout North America.

The change to a centralized model enables our organization to better communicate with our customers throughout the lifecycle of the service request. We can also leverage technology as well as standard business processes to keep customers informed to maximize their service experience. This approach is meant to enhance our current service offering and create efficiencies in our service response processes to allow for better utilization of our staff of over 8,000 technicians. The National Service Response Center also builds on other key advancements Johnson Controls is investing in. Examples include GPS technology, customer service skills training, and skills training and certification for technicians.

Our customers still have a high level of contact with each local office and each office will still be responsible for executing the service work with local technicians. The center allows our organization to concentrate efforts to ensuring customers receive high quality service from our organization.

Process of Tracking Service Calls

Johnson Controls has instituted a unique method for managing technical service issue resolution in the field. Our Technical Representatives are using a state-of-the-art knowledge management system called eSupport. It is available on the Johnson Controls Technical Service Intranet page. With eSupport, they learn to do new things or find solutions for our system's problems. Our technicians enter a description of their situation (the question or problem they are experiencing); then Johnson Controls' eSupport® offers possible solutions to answer the question or fix the problem.

Even if Johnson Controls' eSupport doesn't provide the specific solution to the problem or answer to a question, it can guide our service personnel through an explanation of the problem or question and help them to develop a strong problem description that can be used when they contact our corporate technical support staff. With Johnson Controls' eSupport they can email a help request to corporate personnel that includes the problem description, any related solutions they may have discovered using Johnson Controls' eSupport, their comments, and their callback information.

eSupport provides 24 hour / 7 day a week first level support by providing on-line access to Technical Services eSupportKnowledgebase. In addition to eSupport, our technicians have electronic access to solution bulletins, M-series drawings, parts lists, help tools, etc. through the Johnson Controls Intranet site.

Our company is building its knowledge base of solutions using Primus Knowledge SolutionBuilder® breakthrough problem resolution software that enables our support specialists to capture and share solutions quickly and accurately. Sharing solutions enables our field service technicians to share information with other Johnson Controls employees around the globe.

One of eSupport's unique advantages is its flexible problem-solving process, which adapts to users' preferences and the particular problem at hand. Unlike keyword-based search engines, which retrieve all documents containing the specified words, eSupport guides our technicians to the solution relevant to their unique problem. This eliminates the time and trouble of wading through numerous irrelevant documents.

Users log on Johnson Controls' Technical Services Intranet site using a standard Web browser. Once there, they choose from four different problem-solving strategies: looking for "how-to" information, symptoms, presumed causes, or changes related to a problem. With every choice a user makes, eSupport suggests the next step toward solving the problem. This conversational, unstructured approach to problem solving makes it possible for users to find relevant, complete solutions without being sidetracked or misinformed. What's more, the interface was designed to be inviting and unintimidating.

If a solution isn't readily available to a user, eSupport provides a streamlined method to access additional help. At any point, users may send our corporate specialists and email message that captures their description of the problem. This information is automatically integrated into our call-management system, enabling our specialists to resolve the problem promptly through a follow-up phone call, E-mail or Fax. Johnson Controls eSupport provides an extraordinary resource for our field personnel. Johnson Controls customers also benefit because our service personnel have access to a comprehensive network of knowledge.

ESupport is designed to provide safe, secure access to our solutions. Access to our solution base is controlled with user logins and passwords. Furthermore, eSupport makes available only those solutions we've approved for field use, enabling us to ensure only verified, quality solutions are accessed.

Single Point of Contact

Johnson Controls has implemented a Single Point of Contract (SPOC) process to provide resolution of issues that are not contained in eSupport. If a solution cannot be realized through eSupport, the issue is

passed on to a key function that assumes ownership of the issue and drives the process through to a proposed solution. Three organizations at Johnson Controls corporate are involved in the SPOC process:

- Research and Development,
- Quality Assurance,
- Manufacturing.

Calls are tracked through technical services through a call management tool called HEAT (Help Desk Expert Automation Tool). This call management tool logs calls to a centralized database so that metrics can be realized from statistical analysis. Through monthly business team reviews monitoring the centralized database, calls are tracked for status and resolution.

Once issues are resolved and the solution is accepted, the information is logged in eSupport for future reference. In addition, Technical Support Management track trends to determine if a process change or ECO is required.

Service Reports

The Johnson Controls service team will complete maintenance reports, daily logs, and record keeping in addition to updating maintenance manuals on a regular basis. This documentation will be provided for on site system logbooks. Upon completion of any maintenance call, Johnson Controls will supply a signed service report that includes the following:

- A general statement of the problem (including whether it involved a major or minor system failure),
- The time of response,
- Summary of action taken,
- An itemized list of any materials or parts used for the repair,
- The time the problem was remedied, and
- The total hours required completing the repairs.

If desired, Johnson Controls will prepare a summary of significant monthly maintenance activity from the log. It will be included in our monthly report. Johnson Controls will also prepare a monthly report of operations and maintenance activities. Johnson Controls technicians are factory-trained to effectively use unique inspection and testing tools and methodologies. These tools and techniques ensure cost effective and efficient fire protection testing and inspection. The following information provides an overview and examples of some of these key tools.

Mobile Laptop Connectivity

Johnson Controls' inspectors are equipped with laptop computers with air cards, providing them with real time connectivity to the internet, email, and service networks. This enables the inspector to create and file inspection and deficiency reports in real-time. Inspectors can submit deficiency reports to the customer's service sales representative and immediately generate a service ticket or quote for the repairs as needed. This enables Johnson Controls to provide life safety repairs with minimum delays to your life safety systems. Customers can also receive the Inspections reports virtually instantly.

Technical Support Performance Standards - Guaranteed Service Level Commitment on an Ongoing Basis

Performance standards and control limits align with industry benchmarks and are also used as baselines for ongoing improvement efforts. Johnson Controls Point of Care key measurements include:

- Satisfaction: meeting or exceeding support service expectations as defined
- Responsiveness: being available when needed and as committed
- Effectiveness: resolving problems in an efficient and timely manner

Performance metrics are collected on a regular basis from various sources (e.g., automatic call distribution, call tracking system) and then several control methods are used to ensure that process variations are monitored and detected. Surveys also provide quantitative data more directly from our field technicians.

Because service level goes beyond just call responsiveness and includes measurements of effectiveness, solutions provided during the call activity are also channeled to ensure that appropriate preventive actions are taken. This also ensures that

support serves as advocates for the installed customers such that our products are designed, developed, and delivered with maintainability, installability, and serviceability factors addressed.

IT Support News recently named Johnson Controls as one of the top 20 innovators in service support implementations – an award recognizing the company's use of knowledge sharing tools to solve customer problems. Johnson Controls also has membership in industry-recognized professional organizations such as SupportIndustry.com and the Help Desk Institute. Our Point of Care Support is committed to maintaining our leadership position and our customer's satisfaction.

Our organization has instituted a unique method for resolving technical service and product issues from the field. Our Technical Representatives are using a new computer tool called eSupport. It is available on the Johnson Controls Technical Service Intranet page. With eSupport, they learn to do new things or find solutions for our system's problems. Our technicians enter a description of their situation (the question or problem they are experiencing); then Johnson Controls' eSupport offers possible solutions to answer the question or fix the problem.

Even if Johnson Controls' eSupport doesn't provide the specific solution to the problem or answer to a question, it can guide our service personnel through an explanation of the problem or question and help them to develop a strong problem description that can be used when they contact our headquarter's technical support staff. With Johnson Controls' eSupport they can email a help request to headquarter's personnel that includes the problem description, any related solutions they may have discovered using Johnson Controls' eSupport, their comments, and their callback information.

eSupport provides 24 hour / 7 day a week first level support by providing on-line access to Technical Services eSupport Knowledgebase. In addition to eSupport, our technicians have access to Solution Bulletins, M-Series Drawings, Parts Lists, Help Tools, etc.

Our company is building its knowledge base of solutions using Primus SolutionBuilder® breakthrough problem resolution software that enables our support specialists to capture and share solutions quickly and accurately. Sharing solutions enables our field service technicians to share information with other Johnson Controls employees around the globe.

One of eSupport's unique advantages is its flexible problem-solving process, which adapts to users' preferences and the particular problem at hand. Unlike keyword-based search engines, which retrieve all documents containing the specified words, eSupport guides our technicians to the solution relevant to their unique problem. This eliminates the time and trouble of wading through numerous irrelevant documents.

Users log onto Johnson Controls' Technical Services Intranet site using a standard Web browser. Once there, they choose from four different problem-solving strategies:

- Looking for "how-to" information
- Symptoms
- Presumed causes
- Changes related to a problem.

With every choice a user makes, eSupport suggests the next step toward solving the problem. This conversational, unstructured approach to problem solving makes it possible for users to find relevant, complete solutions without being sidetracked or misinformed. What's more, the interface was designed to be inviting and unintimidating.

If a solution isn't readily available to a user, eSupport provides a streamlined method to access additional help. At any point, users may send our headquarter's specialists an email message that captures their description of the problem. This information is automatically integrated into our call-management system, enabling our specialists to resolve the problem promptly through a follow-up phone call, E-mail or FAX. Johnson Controls eSupport offers the

benefits of reduced call volumes to our headquarter's Technical Service group and an extraordinary convenience for our field personnel.

eSupport is designed to provide safe, secure access to our solutions. Access to our solution base is controlled with user logins and passwords. Further, eSupport makes available only those solutions we've approved for field use, enabling us to keep in-house any information that is unverified, or in a Solution In Process Bulletin (SIP) stage.

Inspection Schedule 2020

Contract Number	Virginia Tech Building
4541898	AGNEW
74578784	AQUATICS AND FISHERIES
13415838	ARCHITECTURE ANNEX
13416367	ARMORY
13416480	ART & DESIGN LEARNING CENTER
4542089	BASKETBALL PRACTICE FACILITY
4542186	BIOINFORMATICS
4542567	BISHOP-FAVRAO
13416788	BLACK BOX THEATER
13435123	BURCHARD
4542666	BURRUSS
4542762	CAREER SERVICES
	CASSELL COLISEUM (SWITCHGEAR ROOM)
4542953	CHEATHAM
4543041	CHEM/PHYSICS (HAHN NORTH)
71007972	CLASSROOM BUILDING(New Classroom)
4543151	COCHRANE
4543246	COWGILL
49100065	DAVIDSON
4543341	DERRING
4543437	DIETRICK
4543535	DURHAM
4543631	EAST HENDERSON
4544304	ECE ENERGY (FIBER OPTICS)
13435334	ECOSYSTEMS LAB
4544016	ELECTRIC SERVICE FACILITY
4544112	ENGEL HALL
80845220	English Field
4544209	FEMOYER
54531280	FOOD SCIENCE
4544399	FRALIN
4544494	GEOTECH FACILITY
57846775	GOODWIN
13435440	GROUNDS BUILDING
49100310	HABBI
13435653	HAHN/ROBESON
13435857	HANCOCK
4544781	HARPER

13435962	HOLDEN
13436066	ICTAS 2
74586600	INDOOR ATHLETIC PRACTICE FACILITY
37859231	INNOVATE BUILDING (Transfer House)**A43
54008085	ISCE +A3 (formerly Wallace Annex)
13436171	JAMERSON/FOOTBALL LR
4545070	JOHNSTON STUDENT CENTER
4544878	KELLY HALL (ICTAS 1)
13436285	KROEHLING ADVANCED MATERIALS FOUNDRY (Fire Foundry)
13436485	LANE HALL
4545165	LANE STADIUM SOUTH
4545261	LANE STADIUM WEST
4545357	LATHAM HALL
29540893	LAVERY HALL
80845224	LIBERAL ARTS
13436592	LIBRARY STORAGE
4546325	Litton Reeves
4546420	MAJOR WILLIAMS
54879406	MARCHING VIRGINIANS PRACTICE FACILITY
7103090	MATERIAL MANAGEMENT
4546517	MATH EMPORIUM
4546615	MCBRYDE
7102986	MCCOMAS
4546907	MERRYMAN
13436790	MILITARY BUILDING
44080203	MOSS ARTS CENTER
4547002	MULTIPURPOSE LIVESTOCK ARENA
4547286	NEW HALL EAST
4547096	NEW HALL WEST
4547190	NEWMAN LIBRARY
80845219	NORRIS HALL
37859612	NORTH END CENTER PARKING GARAGE
13436812	PAMPLIN
4547384	PARKING SERVICES
13436917	PATTON
4547576	PEDDREW YATES
13437126	PERRY ST. PARKING GARAGE
4547764	POWERHOUSE
4547858	PRESIDENT'S HOUSE
4548050	PRICE
4548523	PUBLIC SAFETY
80830098	RANDOLPH HALL
80830100	RECTOR FIELD HOUSE

80850485	SANDY HALL
29540627	SAUNDERS HALL
4548144	SEITZ
4548334	SHANKS
6170100	SMYTH/HUTCHISON
4548617	SQUIRES STUDENT CENTER
13437144	STERRETT CENTER
4548712	STUDENT SERVICES
4548802	SURGE SPACE BUILDING
74584575	SW CHILLER
13437154	SWINE DISEASE RESEARCH
4548810	THE INN AT VIRGINIA TECH
4548997	TORGERSEN
4549088	UNIVERSITY BOOKSTORE
4549096	VAWTER
4549190	VET MED
4549284	VET MED DRY RENDERING
29541135	VET MED IDRF
4549378	VET MED IDU
29541536	VET MED INSTRUCTIONAL ADDITION
13437261	VET MED RESEARCH (CMMID)
74491907	VISITORS AND UNDERGRADUATE ADMISSIONS
4545549	VIVARIUM LIFE SCIENCES I
80830101	VT AIRPORT HANGER
4544974	VT Weaver Batting Facility
4554512	WALLACE
80830104	WAR MEMORIAL GYMNASIUM
73461628	WEST HENDERSON
13437366	WHITTEMORE
4554700	WILLIAMS

CUSTOMER NAME: Virginia Tech
BUILDING NAME: 960197 - Virginia Tech
BUILDING ADDRESS: Bioinformatics Bldg, Phase 1 And 2, BLACKSBURG, VA, 24060 0000, US
INSPECTION TYPE: Fire Alarm v2
FREQUENCY: Annual W/ Sensitivity
WORK ORDER: 47876232
INSPECTION END DATE: 10/14/2020

INSPECTOR (s): Andrew James Weir
INSPECTOR LICENSE:
ACCOUNT NAME: Johnson Controls North America
OFFICE ADDRESS:
OFFICE PHONE:
OFFICE LICENSE:
TIMEZONE: GMT-04:00

FIRE ALARM INSPECTION REPORT

General Inspection Notes

1. Sent an alarm to Simplex Monitoring and they received it properly when tested.
2. All devices tested are working properly at this time.

DEVICE DEFICIENCIES

No device deficiencies in this inspection.

INSPECTION RESULTS SUMMARY

DEVICE TYPE	INVENTORY COUNT	PASSED	FAILED	CANNOT INSPECT
Duct Detector	12	12	0	0
Heat Detector	15	15	0	0
Pull Station	32	32	0	0
Smoke Detector	110	110	0	0

Panels/Initiating Devices

INSPECTION RESULTS SUMMARY

DEVICE TYPE	INVENTORY COUNT	PASSED	FAILED	CANNOT INSPECT
Duct Detector	12	12	0	0
Heat Detector	15	15	0	0
Pull Station	32	32	0	0
Smoke Detector	110	110	0	0

SMOKE DETECTORS

#	LOCATION	DESCRIPTION	ADDRESS	DEVICE TYPE	BARCODE	INSPECTOR	DATE OF TEST	RESULT
1	—	1st Fl Above FACP	M1-01	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
2	—	1st Fl Bottled Gas Storage Rm 101	M1-46	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
Notes: Needs Label Change in panel.								

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
3	—	1st Fl Electrical Rm A12	M1-27	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
4	—	1st Fl Electrical Rm A54A	M2-18	Smoke Detector	—	Andrew James Weir	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
5	—	1st Fl Elevator #1 Equip Rm	M1-12	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
6	—	1st Fl Elevator #1 Lobby	M1-09	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
7	—	1st Fl Elevator #1 Pit	M1-10	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
8	—	1st Fl Elevator #2 Equip Rm	M1-34	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
9	—	1st Fl Elevator #2 Lobby at Stair #3	M1-41	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
10	—	1st Fl Elevator #2 Pit	M1-39	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
11	—	1st Fl Elevator #2 Shaft	M1-131	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
12	—	1st Fl Elevator #3 Pit	M2-36	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
13	—	1st Fl Elevator Equip Rm A45	M2-31	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
14	—	1st Fl Elevator Lobby	M2-38	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
15	—	1st Fl Emergency UPS Room A13	M1-26	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
16	—	1st Fl Hall at Phase 1 Doors	M2-09	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
17	—	1st Fl Hall at Room 144	M2-07	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
18	—	1st Fl IT Room 177	M2-16	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
19	—	1st Fl Office Room 162	M2-29	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
20	—	1st Fl Office Room 162	M2-30	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
21	—	1st Fl Office Room 172	M2-39	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
22	—	1st Fl Office Room 172	M2-40	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
23	—	1st Fl Shipping Elevator #2 Lobby	M1-38	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
24	—	1st Fl Storage Rm 146	M2-141	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
25	—	1st Fl Storage Rm 147	M2-140	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
26	—	1st Fl Storage Rm 155A	M2-143	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
27	—	1st Fl Telecom Rm A8	M1-129	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
28	—	1st Fl UPS Room A54	M2-17	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
29	—	1st Fl at Double Doors 118	M1-16	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
30	—	1st Fl at Double Doors 119	M1-17	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
31	—	1st Fl in Electrical Rm A43	M2-03	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
32	—	1st Fl in Office 163	M2-14	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
33	—	1st Fl in Room 151	M2-04	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
34	—	2nd Fl Electrical Rm B43	M2-43	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
35	—	2nd Fl Electrical Rm B5	M1-71	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
36	—	2nd Fl Electrical Rm B54	M2-61	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
37	—	2nd Fl Elevator #1 Lobby	M1-55	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
38	—	2nd Fl Elevator #2 Lobby	M1-65	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
39	—	2nd Fl Elevator #2 at Electrical Rm	M1-69	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
40	—	2nd Fl Elevator Lobby	M2-64	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
41	—	2nd Fl IT Room 251	M2-44	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
42	—	2nd Fl IT Room 275	M2-62	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
43	—	2nd Fl Interactive Rm 279-12	M2-55	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
44	—	2nd Fl Office 263	M2-54	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
45	—	2nd Fl Office Area 205	M1-72	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
46	—	2nd Fl Office Area 211	M1-62	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
47	—	2nd Fl Office Area 211	M1-63	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
48	—	2nd Fl Office Area 215	M1-57	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
49	—	2nd Fl Office Area 215	M1-58	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
50	—	2nd Fl Office Area Room 245	M2-48	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
51	—	2nd Fl Open Office 244	M2-46	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
52	—	2nd Fl Open Office 244	M2-47	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
53	—	2nd Fl Open Office 279	M2-56	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
54	—	2nd Fl Open Office 279	M2-57	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
55	—	2nd Fl Open Office Area 245	M2-49	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
56	—	2nd Fl Open Office Area 245	M2-50	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
57	—	2nd Fl Open Office Area 245	M2-52	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
58	—	2nd Fl Open Office Area 245	M2-51	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
59	—	2nd Fl Reception Area	M1-51	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
60	—	2nd Fl Telecom Rm B22	M1-56	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
61	—	2nd Fl Telecom Rm B8	M1-64	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
62	—	2nd Fl Waiting Area	M1-52	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
63	—	3rd Fl Atrium Area	M1-92	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
64	—	3rd Fl Atrium at Stair 1	M1-77	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
65	—	3rd Fl Computer Rm 347	M2-93	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
66	—	3rd Fl Computer Room 324	M1-89	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
67	—	3rd Fl Computer Room 324	M1-90	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
Notes: Needs label Change. Panel reads rm 302.								
68	—	3rd Fl Computer Room 347	M2-92	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
69	—	3rd Fl Conference Rm 325	M1-96	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
70	—	3rd Fl Core Computer Rm Under Floor	M2-94	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
71	—	3rd Fl Core Computer Rm Under Floor	M2-95	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
72	—	3rd Fl Core Computer Room Under Floor	M2-96	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
73	—	3rd Fl Core Computer Room Under Floor	M2-97	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
74	—	3rd Fl ELC C32 at Seats Vesda	M1-101	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
75	—	3rd Fl ELC C32 for Atrium Vesda	M1-29	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
76	—	3rd Fl Electrical Rm C43	M2-85	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
77	—	3rd Fl Electrical Rm C5	M1-112	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
78	—	3rd Fl Electrical Rm C54	M2-108	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
79	—	3rd Fl Elevator #1 Lobby	M1-93	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
80	—	3rd Fl Elevator #1 Shaft	M1-130	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
81	—	3rd Fl Elevator #2 Lobby at Electrical Rm	M1-110	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
82	—	3rd Fl Elevator #2 Lobby at Stair #3	M1-106	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
83	—	3rd Fl Elevator #3 Top of Shaft	M2-105	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
84	—	3rd Fl Elevator Lobby	M2-104	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
85	—	3rd Fl IT Room 351	M2-86	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
86	—	3rd Fl IT Room 375	M2-107	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
87	—	3rd Fl IT Storage Rm 341	M2-139	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
88	—	3rd Fl Interactive Room 365	M2-101	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
89	—	3rd Fl Office 305	M1-113	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
90	—	3rd Fl Office 311	M1-103	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
91	—	3rd Fl Office 311	M1-104	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
92	—	3rd Fl Office Area 315	M1-99	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
93	—	3rd Fl Office Area 315	M1-100	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
94	—	3rd Fl Open Office 344	M2-87	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
95	—	3rd Fl Open Office 344	M2-88	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
96	—	3rd Fl Open Office 345	M2-98	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
97	—	3rd Fl Open Office 345	M2-99	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
98	—	3rd Fl Rear CNS Rm C8	M1-30	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
99	—	3rd Fl Telecom Rm C22	M1-98	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
100	—	3rd Fl in Office 379	M2-109	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
101	—	3rd Fl in Office 379	M2-110	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

SMOKE DETECTORS

#	LOCATION	DESCRIPTION	ADDRESS	DEVICE TYPE	BARCODE	INSPECTOR	DATE OF TEST	RESULT
102	—	3rd Fl in Office 379	M2-114	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
103	—	3rd Fl in Office 379	M2-115	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
104	—	3rd Fl in Office Room 363	M2-100	Smoke Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
105	—	Penthouse 2 AHU 2&3 Center	M2-130	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
106	—	Penthouse 2 AHU 2&3 Rear	M2-131	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
107	—	Penthouse 2 AHU1 Center	M2-126	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
108	—	Penthouse 2 AHU1 Front	M2-127	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
109	—	Penthouse 2 AHU1 Rear	M2-125	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
110	—	Penthouse 2 AHU2&3 Front	M2-129	Smoke Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Value								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

DUCT DETECTORS

#	LOCATION	DESCRIPTION	ADDRESS	DEVICE TYPE	BARCODE	INSPECTOR	DATE OF TEST	RESULT
1	—	Penthouse AHU 1	M2-128	Duct Detector	—	Rajae Talent	10/13/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
Notes: No Unit Shutdown When Tested.								

Panels/Initiating Devices

DUCT DETECTORS								
#	**LOCATION**	**DESCRIPTION**	**ADDRESS**	**DEVICE TYPE**	**BARCODE**	**INSPECTOR**	**DATE OF TEST**	**RESULT**
2	—	Penthouse AHU 1 Supply	M1-126	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
3	—	Penthouse AHU 2	M2-136	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
4	—	Penthouse AHU 2 Exhaust	M1-127	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
5	—	Penthouse AHU 3	M2-134	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
6	—	Penthouse AHU 3	M2-135	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
7	—	Penthouse AHU 3 Return	M1-123	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
8	—	Penthouse AHU 3 Supply	M1-122	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
9	—	Penthouse AHU 4 (Outside of Unit)	M2-132	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
10	—	Penthouse AHU 4 (Outside of Unit)	M2-133	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
11	—	Penthouse AHU 4 Return	M1-124	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%
12	—	Penthouse AHU 4 Supply	M1-125	Duct Detector	—	Rajae Talent	10/14/2020	**Passed**
Sensitivity Test								Sensitivity Range 1.5-3.7%/FT Presently=2.5%

Panels/Initiating Devices

CONNECTED DEVICES

#	LOCATION	DESCRIPTION	ADDRESS	DEVICE TYPE	BARCODE	INSPECTOR	DATE OF TEST	RESULT
1	—	1st Fl Auditorium Entrance	M2-11	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
2	—	1st Fl Auditorium Exit	M2-12	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
3	—	1st Fl B Gas Room 182	M2-22	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
4	—	1st Fl Elevator #1 Equipment Rm	M1-13	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
5	—	1st Fl Elevator #1 Pit	M1-11	Heat Detector	—	Rajae Talent	10/14/2020	**Passed**
6	—	1st Fl Elevator #2 Equipment Rm	M1-35	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
7	—	1st Fl Elevator #2 Lobby at Stair #2	M1-42	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
8	—	1st Fl Elevator #2 Pit	M1-40	Heat Detector	—	Rajae Talent	10/14/2020	**Passed**
9	—	1st Fl Elevator #3 Pit	M2-37	Heat Detector	—	Rajae Talent	10/14/2020	**Passed**
10	—	1st Fl Elevator Equip Rm A45	M2-32	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
11	—	1st Fl Hall at 146	M1-08	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
12	—	1st Fl Hall at Room 114	M1-18	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
13	—	1st Fl Hall at Room 144	M2-08	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
14	—	1st Fl Hall at Room A45	M2-28	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
15	—	1st Fl Hall at Stair	M2-26	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
16	—	1st Fl Handicap Access Ramp	M1-04	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
17	—	1st Fl Main Entrance at FACP	M1-02	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
18	—	1st Fl Mech Rm A55	M2-21	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
19	—	1st Fl Mech Rm A7 Mezzanine	M1-31	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
20	—	1st Fl Mech Room A55	M2-20	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
21	—	1st Fl Mech Room A7	M1-32	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
22	—	1st Fl Mezzanine Level Rm A55	M2-19	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
23	—	1st Fl Stair #2 Exit	M1-45	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
24	—	1st Fl at Stair #1	M1-05	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
25	—	1st Fl in Room 144	M2-142	Heat Detector	—	Rajae Talent	10/13/2020	**Passed**
26	—	1st Fl in Stair	M2-23	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
27	—	2nd Fl Elevator #2 Lobby	M1-66	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
28	—	2nd Fl Elevator #2 Lobby at Electrical Rm	M1-70	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
29	—	2nd Fl Elevator Lobby	M2-63	Pull Station	—	Rajae Talent	10/13/2020	**Passed**

Panels/Initiating Devices

CONNECTED DEVICES

#	LOCATION	DESCRIPTION	ADDRESS	DEVICE TYPE	BARCODE	INSPECTOR	DATE OF TEST	RESULT
30	—	2nd Fl Hall Exit	M2-45	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
31	—	2nd Fl Hall at Core Lab Storage 212	M1-59	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
32	—	2nd Fl Hall at Stair	M2-58	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
33	—	2nd Fl Hall at Telecom Rm	M1-54	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
34	—	2nd Fl Lobby at Stair #1	M1-50	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
35	—	2nd Fl Main Lobby Entry	M1-53	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
36	—	2nd Fl at Room 372	M2-103	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
37	—	3rd Fl Atrium at Stair 1	M1-76	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
38	—	3rd Fl Elevator #1 Lobby	M1-128	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
39	—	3rd Fl Elevator #2 Lobby at Electrical Rm	M1-111	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
40	—	3rd Fl Elevator #2 Lobby at Stair #3	M1-107	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
41	—	3rd Fl Hall Exit	M2-89	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
42	—	3rd Fl Hall at Room 312	M1-102	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
43	—	3rd Fl Hall at Stair	M2-111	Pull Station	—	Rajae Talent	10/13/2020	**Passed**
44	—	3rd Fl Top of Elevator #1 Shaft	M1-97	Heat Detector	—	Rajae Talent	10/14/2020	**Passed**
45	—	3rd Fl Top of Elevator #2 Shaft	M1-121	Heat Detector	—	Rajae Talent	10/14/2020	**Passed**
46	—	3rd Fl Top of Elevator #3 Shaft	M2-106	Heat Detector	—	Rajae Talent	10/14/2020	**Passed**
47	—	Penthouse At Stair 3	M2-120	Pull Station	—	Rajae Talent	10/14/2020	**Passed**

Inspector Signature Andrew J Weir **Inspector Name** Andrew James Weir **Date** 10/14/2020

2020 Dist 293 JCI Fire Protection * Electronic On-Call*

Start Date	End Date	TR
1/3/20	1/9/20	[redacted]
1/10/20	1/16/20	
1/17/20	1/23/20	
1/24/20	1/30/20	
1/31/20	2/6/20	
2/7/20	2/13/20	
2/14/20	2/20/20	
2/21/20	2/27/20	
2/28/20	3/5/20	
3/6/20	3/12/20	
3/13/20	3/19/20	
3/20/20	3/26/20	
3/27/20	4/2/20	
4/3/20	4/9/20	
4/10/20	4/16/20	
4/17/20	4/23/20	
4/24/20	4/30/20	
5/1/20	5/7/20	
5/8/20	5/14/20	
5/15/20	5/21/20	
5/22/20	5/28/20	
5/29/20	6/4/20	
6/5/20	6/11/20	
6/12/20	6/18/20	
6/19/20	6/25/20	
6/26/20	7/2/20	
7/3/20	7/9/20	
7/10/20	7/16/20	
7/17/20	7/23/20	
7/24/20	7/30/20	
7/31/20	8/6/20	
8/7/20	8/13/20	
8/14/20	8/20/20	
8/21/20	8/27/20	
8/28/20	9/3/20	
9/4/20	9/10/20	
9/11/20	9/17/20	
9/18/20	9/24/20	
9/25/20	10/1/20	
10/2/20	10/8/20	
10/9/20	10/15/20	
10/16/20	10/22/20	
10/23/20	10/29/20	
10/30/20	11/5/20	
11/6/20	11/12/20	
11/13/20	11/19/20	
11/20/20	11/26/20	
11/27/20	12/3/20	
12/4/20	12/10/20	
12/11/20	12/17/20	
12/18/20	12/24/20	
12/25/20	12/31/20	
1/1/21	1/7/21	
1/8/21	1/14/21	

SimplexGrinnell

SERVICE REQUEST

FORWARD TO YOUR ACCOUNTS PAYABLE DEPARTMENT

License #		TR#	120695	RAY, TONEY D
Project #	99999996	Task/SR#	76096390	48416508

NAME	Goodyear Tire & Rubber					CUSTOMER PO	8240300686	
ADDRESS (OR ATTENTION OF)	1901 Goodyear Blvd DANVILLE , VA 24541-6607					LABOR-REG	LABOR-OT	LABOR-DT
						2.5	0	0
TR ARRIVAL DATE	BILL	NON-BILL	SERV. COMPL	CUSTOMER NUMBER	NAT. ACCT.	PHONE		INSP-MONTH
16-NOV-2020 11:00:48				293-01523694	N			

NAME(BILL TO)	Goodyear Tire & Rubber	
ADDRESS	1901 Goodyear Blvd	
CITY	STATE	ZIP
DANVILLE	VA	24541-6607

LABOR-REG	LABOR-OT	ARRIVAL
2.5	0	16-NOV-2020 11:00:48
MILES		DEPART
		16-NOV-2020 11:01:41

I authorize SimplexGrinnell to proceed with the work as agreed to and outlined below:

Authorized with phone call — 16-NOV-2020 11:01:41

(Preauthorization Customer Signature) — Date

PAYMENT TERMS					
TIME AND MATERIAL		PRICE NTE		FIXED PRICE	
DEPOSIT ($)		BALANCE DUE($)		BILLABLE	

SCOPE OF WORK/PROBLEM CODE	Trouble Battery Low
WORK PERFORMED/RESOLUTION CODE	Identified Problem Replaced batteries in IT suppression panel called Andres

PRODUCT ID	QTY	DESCRIPTION	UOM

SYSTEM TYPE	FA	**CONTACT NAME**	Andres

IMPORTANT NOTICE TO THE CUSTOMER

Customer acknowledges and agrees to the terms and conditions on the reverse side of this Service Request, agrees that the services have been completed to Customer's satisfaction and the system is in good working order and repair, unless services performed were of a temporary nature, in which case Customer acknowledges that part of customer's system may have been bypassed or is otherwise Inoperable until service can be completed.

CUSTOMER'S ACTION IS DIRECTED TO THE LIMITATION OF LIABILITY, WARRANTY, INDEMNITY AND OTHER CONDITIONS ON THE REVERSE SIDE.

Additional charges may apply if a return trip is required

CUSTOMER ACCEPTANCE

(Customer Acceptance)

SimplexGrinnell

TERMS AND CONDITIONS

1. Payment. Work performed on a time and material basis shall be at the then-prevailing Company rate for material, labor, and related items, in effect at the time supplied under this Agreement. Further, in the event that this Agreement is executed on a "price not to exceed" basis, the price to Customer shall be lesser of: 1) the limit price quoted, or 2) the actual cumulative billing based on the aforementioned prevailing rate. Unless otherwise agreed in writing between the parties, Customer shall pay Company within thirty (30) days of the date of this Agreement. Customer agrees to pay all taxes, permits, and other charges, including but not limited to state and local sales and excise taxes, however designated, levied or based on the service charges pursuant to this Agreement. Company shall have the right, at Company's sole discretion, to stop performing any Services if Customer fails to make any payment when due, until the account is current. The Customer's failure to make payment when due is a material breach of this Agreement.

2. Pricing. The pricing set forth in this Agreement is based on the number of devices to be installed and services to be performed as set forth in the Scope of Work. If the actual number of devices installed or services to be performed is greater than that set forth in the Scope of Work, the price will be increased accordingly. Company may increase prices upon notice to the Customer or annually to reflect increases in material and labor costs. Customer agrees to pay all taxes, permits, and other charges, including but not limited to federal, state and local sales and excise taxes, installation or alarm permits, false alarm assessments, or any charges imposed by any government body, however designated, levied or based on the service charges pursuant to this Agreement.

3. Alarm Monitoring Services. Any reference to alarm monitoring services in this Agreement is included for pricing purposes only. Alarm monitoring services are performed pursuant to the terms and conditions of Company's standard alarm monitoring services agreement.

4. Code Compliance. Company does not undertake an obligation to inspect for compliance with laws or regulations unless specifically stated in the Scope of Work. Customer acknowledges that the Authority Having Jurisdiction (e.g. Fire Marshal) may establish additional requirements for compliance with local codes. Any additional services or equipment required will be provided at an additional cost to Customer.

5. Limitation of Liability; Limitations of Remedy. It is understood and agreed by the Customer that Company is not an insurer and that insurance coverage, if any, shall be obtained by the Customer and that amounts payable to company hereunder are based upon the value of the services and the scope of liability set forth in this Agreement and are unrelated to the value of the Customer's property and the property of others located on the premises. Customer agrees to look exclusively to the Customer's insurer to recover for injuries or damage in the event of any loss or injury and that Customer releases and waives all right of recovery against Company arising by way of subrogation. Company makes no guaranty or Warranty, including any implied warranty of merchantability or fitness for a particular purpose that equipment or services supplied by Company will detect or avert occurrences or the consequences therefrom that the equipment or service was designed to detect or avert. It is impractical and extremely difficult to fix the actual damages, if any, which may proximately result from failure on the part of Company to perform any of its obligations under this Agreement. Accordingly, Customer agrees that, Company shall be exempt from liability for any loss, damage or injury arising directly or indirectly from occurrences, or the consequences therefrom, which the equipment or service was designed to detect or avert. Should Company be found liable for any loss, damage or injury arising from a failure of the equipment or service in any respect, Company's liability shall be limited to an amount equal to the Agreement price (as increased by the price for any additional work) or where the time and material payment term is selected, Customer's time and material payments to Company. Where this Agreement covers multiple sites, liability shall be limited to the amount of the payments allocable to the site where the incident occurred. Such sum shall be complete and exclusive. If Customer desires Company to assume greater liability, the parties shall amend this Agreement by attaching a rider setting forth the amount of additional liability and the additional amount payable by the Customer for the assumption by Company of such greater liability, provided however that such rider shall in no way be interpreted to hold Company as an insurer. IN NO EVENT SHALL COMPANY BE LIABLE FOR ANY DAMAGE, LOSS, INJURY, OR ANY OTHER CLAIM ARISING FROM ANY SERVICING, ALTERATIONS, MODIFICATIONS, CHANGES, OR MOVEMENTS OF THE COVERED SYSTEM(S) OR ANY OF ITS COMPONENT PARTS BY THE CUSTOMER OR ANY THIRD PARTY. COMPANY SHALL NOT BE LIABLE FOR INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES OF ANY KIND, INCLUDING BUT NOT LIMITED TO DAMAGES ARISING FROM THE USE, LOSS OF THE USE, PERFORMANCE, OR FAILURE OF THE COVERED SYSTEM(S) TO PERFORM. The limitations of liability set forth in this Agreement shall inure to the benefit of all parents, subsidiaries and affiliates of Company, whether direct or indirect, Company's employees, agents, officers and directors.

6. Reciprocal Waiver of Claims (SAFETY Act). Certain of SimplexGrinnell's systems and services have received Certification and/or Designation as Qualified Anti-Terrorism Technologies ("QATT") under the Support Anti-terrorism by Fostering Effective Technologies Act of 2002, 6 U.S.C. §§ 441-444 (the "SAFETY Act"). As required under 6 C.F.R. 25.5 (e), to the maximum extent permitted by law, SimplexGrinnell and Customer hereby agree to waive their right to make any claims against the other for any losses, including business interruption losses, sustained by either party or their respective employees, resulting from an activity resulting from an "Act of Terrorism" as defined in 6 C.F.R. 25.2, when QATT have been deployed in defense against, response to, or recovery from such Act of Terrorism.

7. General Provisions. Customer has selected the service level desired after considering and balancing various levels of protection afforded, and their related costs. Customer acknowledges and agrees that by this Agreement, Company, unless specifically stated, does not undertake any obligation to maintain or render Customer's system or equipment as Year 2000 compliant, which shall mean, capable of correctly handling the processing of calendar dates before or after December 31, 1999. All work to be performed by Company will be performed during normal working hours of normal working days (8:00 a.m. – 5:00 p.m., Monday through Friday, excluding Company holidays), as defined by Company, unless additional times are specifically described in this Agreement. All work performed unscheduled unless otherwise specified in this Agreement. Appointments scheduled for four-hour window. Additional charges may apply for special scheduling requests, e.g. working around equipment shutdowns, after hours work.

Company will perform the services described in the Scope of Work section ("Services") for one or more system(s) or equipment as described in the Scope of Work section or the listed attachments ("Covered System(s)").

The Customer shall promptly notify Company of any malfunction in the Covered System(s) which comes to Customer's attention. This Agreement assumes the Covered System(s) are in operational and maintainable condition as of the Agreement date. If, upon initial inspection, Company determines that repairs are recommended, repair charges will be submitted for approval prior to any work. Should such repair work be declined Company shall be relieved from any and all liability arising therefrom. UNLESS OTHERWISE SPECIFIED IN THIS AGREEMENT, ANY INSPECTION (AND, IF SPECIFIED, TESTING) PROVIDED UNDER THIS AGREEMENT DOES NOT INCLUDE ANY MAINTENANCE, REPAIRS, ALTERATIONS, REPLACEMENT OF PARTS, OR ANY FIELD ADJUSTMENTS WHATSOEVER, NOR DOES IT INCLUDE THE CORRECTION OF ANY DEFICIENCIES IDENTIFIED BY COMPANY TO CUSTOMER. COMPANY SHALL NOT BE RESPONSIBLE FOR EQUIPMENT FAILURE OCCURRING WHILE COMPANY IS IN THE PROCESS OF FOLLOWING ITS INSPECTION TECHNIQUES, WHERE THE FAILURE ALSO RESULTS FROM THE AGE OR OBSOLESCENCE OF THE ITEM OR DUE TO NORMAL WEAR AND TEAR. THIS AGREEMENT DOES NOT COVER SYSTEMS, EQUIPMENT, COMPONENTS OR PARTS THAT ARE BELOW GRADE, BEHIND WALLS OR OTHER OBSTRUCTIONS OR EXTERIOR TO THE BUILDING, ELECTRICAL WIRING, AND PIPING.

8. Customer Responsibilities. Customer shall promptly notify Company of any malfunction in the Covered System(s) which comes to Customer's attention. This Agreement assumes any existing system(s) are in operational and maintainable condition as of the Agreement date. If, upon initial inspection, Company determines that repairs are

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recommended, repair charges will be submitted for approval by Customer's on-site representative prior to work. Should such repair work be declined, Company shall be relieved from any and all liability arising therefrom.

Customer further agrees to:

Pr·ovide Company clear access to Covered System(s) to be serviced including, if applicable, lift trucks or other equipment needed to reach inaccessible equipment;

Su·pply suitable electrical service, heat, heat tracing adequate water supply, and required system schematics and/or drawings;

No·tify all required persons, including but not limited to authorities having jurisdiction, employees, and monitoring services, of scheduled testing and/or repair of systems;

Pr·ovide a safe work environment;

In·the event of an emergency or Covered System(s) failure, take reasonable precautions to protect against personal injury, death, and/or property damage and continue such measures until the Covered System(s) are operational; and

Co·mply with all laws, codes, and regulations pertaining to the equipment and/or services provided under this agreement.

9. Repair Services (if Selected by Customer). Where Customer expressly includes repair, replacement, and emergency response services in the Scope of Work, such services apply only to the components or equipment of the Covered System(s). Customer agrees to promptly request repair services in the event the System becomes inoperable or otherwise requires repair. The Agreement price does not include repairs to the Covered System(s) recommended by Company during the initial inspection, for which Company may submit independent pricing to customer and as to which Company will not proceed until Customer authorizes such work and approves the pricing. Repair or replacement of non-maintainable parts of the Covered System(s) including, but not limited to, unit cabinets, insulating material, electrical wiring, structural supports, and all other non-moving parts, is not included under this Agreement.

10. System Equipment. The purchase of equipment or peripheral devices, (including but not limited to smoke detectors, passive infrared detectors, card readers, sprinkler system components, extinguishers and hoses) from Company shall be subject to the terms and conditions of this Agreement. If, in Company's sole judgment, any peripheral device or other system equipment, which is attached to the Covered System(s), whether provided by Company or a third party, interferes with the proper operation of the Covered System(s), Customer shall remove or replace such device or equipment promptly upon notice from Company. Failure of Customer to remove or replace the device shall constitute a material breach of this Agreement. If Customer adds any third party device or equipment to the Covered System(s), Company shall not be responsible for any damage to or failure of the Covered System(s) caused in whole or in part by such device or equipment.

11. Reports. Where inspection and/or test services are selected, such inspection and/or test shall be completed on Company's then current Report form, which shall be given to Customer, and, where applicable, Company may submit a copy thereof to the local authority having jurisdiction. The Report and recommendations by Company are only advisory in nature and are intended to assist Customer in reducing the risk of loss to property by indicating obvious defects or impairments noted to the system and equipment inspected and/or tested. They are not intended to imply that no other defects or hazards exist or that all aspects of the Covered System(s), equipment, and components are operational at the time of inspection. Final responsibility for the condition and operation of the Covered System(s), equipment and components lies with Customer.

12. Confined Space. If access to confined space by Company is required for the performance of Services, Services shall be scheduled and performed in accordance with Company's then-current hourly rate.

13. Hazardous Materials. Customer represents that, except to the extent that Company has been given written notice of the following hazards prior to the execution of this Agreement, to the best of Customer's knowledge there is no:

"P·ermit confined space," as defined by OSHA,

Ri·sk of infectious disease,

Ne·ed for air monitoring, respiratory protection, or other medical risk,

As·bestos, asbestos-containing material, formaldehyde or other potentially toxic or otherwise hazardous material contained in or on the surface of the floors, walls, ceilings, insulation or other structural components of the area of any building where work is required to be performed under this Agreement.

All of the above are hereinafter referred to as "Hazardous Conditions".

Company shall have the right to rely on the representations listed above. If hazardous conditions are encountered by Company during the course of Company's work, the discovery of such materials shall constitute an event beyond Company's control and Company shall have no obligation to further perform in the area where the hazardous conditions exist until the area has been made safe by Customer as certified in writing by an independent testing agency, and Customer shall pay disruption expenses and re-mobilization expenses as determined by Company.

This Agreement does not provide for the cost of capture, containment or disposal of any hazardous waste materials, or hazardous materials, encountered in any of the Covered System(s) and/or during performance of the Services. Said materials shall at all times remain the responsibility and property of Customer. Company shall not be responsible for the testing, removal or disposal of such hazardous materials.

14. Limited Warranty. COMPANY WARRANTS THAT ITS WORKMANSHIP AND MATERIAL FURNISHED UNDER THIS AGREEMENT WILL BE FREE FROM DEFECTS FOR A PERIOD OF NINETY (90) DAYS FROM THE DATE OF FURNISHING. Where Company provides product or equipment of others, Company will warrant the product or equipment only to the extent warranted by such third party. EXCEPT AS EXPRESSLY SET FORTH HEREIN, COMPANY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE WITH RESPECT TO THE SERVICES PERFORMED OR THE PRODUCTS, SYSTEMS OR EQUIPMENT, IF ANY, SUPPORTED HEREUNDER. COMPANY MAKES NO WARRANTY OR REPRESENTATION, AND UNDERTAKES NO OBLIGATION TO ENSURE BY THE SERVICES PERFORMED UNDER THIS AGREEMENT, THAT COMPANY'S PRODUCTS OR THE SYSTEMS OR EQUIPMENT OF THE CUSTOMER WILL CORRECTLY HANDLE THE PROCESSING OF CALENDAR DATES BEFORE OR AFTER DECEMBER 31, 1999.

15. Indemnity. Customer agrees to indemnify, hold harmless and defend Company against any and all losses, damages, costs, including expert fees and costs, and expenses including reasonable defense costs, arising from any and all third party claims for personal injury, death, property damage or economic loss, including specifically any damages resulting from the exposure of workers to Hazardous Conditions whether or not Customer pre-notifies Company of the existence of said hazardous conditions, arising in any way from any act or omission of Customer or Company relating in any way to this Agreement, including but not limited to the Services under this Agreement, whether such claims are based upon contract, warranty, tort (including but not limited to active or passive negligence), strict liability or otherwise. Company reserves the right to select outside counsel to represent it in any such action.

16. Insurance. Customer shall name Company, its officers, employees, agents, subcontractors, suppliers, and representatives as additional insureds on Customer's general liability and auto liability policies.

17. Availability and Cost of Steel, Plastics & Other Commodities. Company shall not be responsible for failure to provide services, deliver products, or otherwise perform work required by this Agreement due to lack of available steel products or products made from plastics or other commodities. (i) In the event Company is unable, after reasonable commercial efforts, to acquire and provide steel products, or products made from plastics or other commodities, if required to perform work required by this Agreement, Customer hereby agrees that Company may terminate the Agreement, or the relevant portion of the Agreement, at no additional cost and without penalty. Customer agrees to pay Company in full for all work performed up to the time of any such termination. (ii) If Company is able to obtain the steel products or products made from plastics or other commodities, but the price of any of the products has risen by more than 10% from the date of the bid, proposal or date Company executed this Agreement, whichever occurred first, then Company may pass through that increase through a reasonable price increase to reflect increased cost of materials.

18. Exclusions. This Agreement expressly excludes, without limitation, testing inspection and repair of duct detectors, beam detectors, and UV/IR equipment; provision of fire watches; clearing of ice blockage; draining of improperly pitched piping; batteries; recharging of chemical suppression systems; reloading of, upgrading, and maintaining computer software; making repairs or replacements necessitated by reason of negligence or misuse of components or equipment or changes to Customer's premises, vandalism, corrosion (including but not limited to micro-bacterially induced corrosion ("MIC")), power failure, current fluctuation, failure due to non-Company installation, lightning, electrical storm, or other

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severe weather, water, accident, fire, acts of God or any other cause external to the Covered System(s). This Agreement does not cover and specifically excludes system upgrades and the replacement of obsolete systems, equipment, components or parts. All such services may be provided by Company at Company's sole discretion at an additional charge. If Emergency Services are expressly included in the scope of work section, the Agreement price does not include travel expenses.

19. Force Majeure. Company shall not be responsible for delays or failure to render services due to causes beyond its control, including but not limited to material shortages, work stoppages, fires, civil disobedience or unrest, severe weather, fire or any other cause beyond the control of Company.

20. Termination. Company may terminate this Agreement immediately at its sole discretion upon the occurrence of any Event of Default as hereinafter defined. Company may also terminate this Agreement at its sole discretion upon notice to Customer if Company's performance of its obligations under this Agreement becomes impracticable due to obsolescence of equipment at Customer's premises or unavailability of parts.

21. No Option to Solicit. Customer shall not, directly or indirectly, on its own behalf or on behalf of any other person, business, corporation or entity, solicit or employ any Company employee, or induce any Company employee to leave his or her employment with Company, for a period of two years after the termination of this Agreement.

22. Default. An Event of Default shall be 1) failure of the Customer to pay any amount within ten (10) days after the amount is due and payable, 2) abuse of the System or the Equipment, 3) dissolution, termination, discontinuance, insolvency or business failure of Customer. Upon the occurrence of an Event of Default, Company may pursue one or more of the following remedies, 1) discontinue furnishing Services, 2) by written notice to Customer declare the balance of unpaid amounts due and to become due under the this Agreement to be immediately due and payable, provided that all past due amounts shall bear interest at the rate of 1 ½% per month (18% per year) or the highest amount permitted by law, 3) receive immediate possession of any equipment for which Customer has not paid. 4) proceed at law or equity to enforce performance by Customer or recover damages for breach of this Agreement, and 5) recover all costs and expenses, including without limitation reasonable attorneys' fees, in connection with enforcing or attempting to enforce this Agreement.

23. One-Year Limitation on Actions; Choice of Law. It is agreed that no suit, or cause of action or other proceeding shall be brought against either party more than one (1) year after the accrual of the cause of action or one (1) year after the claim arises, whichever is shorter, whether known or unknown when the claim arises or whether based on tort, contract, or any other legal theory. The laws of Massachusetts shall govern the validity, enforceability, and interpretation of this Agreement.

24. Assignment. Customer may not assign this Agreement without Company's prior written consent. Company may assign this Agreement to an affiliate without obtaining Customer's consent.

25. Entire Agreement. The parties intend this Agreement, together with any attachments or Riders (collectively the "Agreement) to be the final, complete and exclusive expression of their Agreement and the terms and conditions thereof. This Agreement supersedes all prior representations, understandings or agreements between the parties, written or oral, and shall constitute the sole terms and conditions of sale for all equipment and services. No waiver, change, or modification of any terms or conditions of this Agreement shall be binding on Company unless made in writing and signed by an Authorized Representative of Company.

26. Severability. If any provision of this Agreement is held by any court or other competent authority to be void or unenforceable in whole or in part, this Agreement will continue to be valid as to the other provisions and the remainder of the affected provision.

27. Legal Fees. Company shall be entitled to recover from the Customer all reasonable legal fees incurred in connection with Company enforcing the terms and conditions of this Agreement.

28. License Information (Security System Customers): AL Alabama Electronic Security Board of Licensure 7956 Vaughn Road, Pmb 392, Montgomery, Alabama 36116 (334) 264-9388: AR Regulated by: Arkansas Board of Private Investigators And Private Security Agencies, #1 State Police Plaza Drive, Little Rock 72209 (501)618-8600: CA Alarm company operators are licensed and regulated by the Bureau of Security and Investigative Services, Department of Consumer Affairs, Sacramento, Ca, 95814. Upon completion of the installation of the alarm system, the alarm company shall thoroughly instruct the purchaser in the proper use of the alarm system. Failure by the licensee, without legal excuse, to substantially commence work within 20 days from the approximate date specified in the agreement when the work will begin is a violation of the Alarm Company Act: NY Licensed by N.Y.S. Department of the State: TX Texas Commission on Private Security, 5805 N. Lamar Blvd., Austin, 78752-4422, 512-424-7710.License numbers available at www.simplexgrinnell.com or contact your local SimplexGrinnell office.

3. Qualifications and Experience

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
3. Qualifications and Experience:
Provide Four (4) recent references, either educational or governmental, for whom you have provided the type of services described herein. Include the date(s) services were furnished, the client name, address and the name and phone number of the individual Virginia Tech has your permission to contact.

Offeror's organization data, including size and structure of firm, joint venture and/or subcontractor arrangements is of any, location of branch offices, and financial standing.

Complete and detailed description of the Offeror's qualifications and experience relative to the services described herein. Include proof of required certifications.

Listing of Offeror's management and staff personnel to be used for this contract, designated by discipline and detailing qualifications and experience relative to the services described herein. Include a resume for each and proof of required certifications.

This section provides the complete and detailed description of Johnson Controls local capabilities and experience, as well as national resources and qualifications.

Johnson Controls' local office in Roanoke offers an experienced local partner to Virginia Tech. This office has served the area for over 50 years, and it has worked with Virginia Tech for over 30 years. Our fire alarm Inspection and Repair technicians know the Virginia Tech campus and the system equipment installed on-site. In addition, our team offers substantial experience in similar projects.

Johnson Controls has both the experience and the resources to ensure Virginia Tech's fire alarm systems

Johnson Controls Has Proudly Supported Virginia Tech as the Campus Has Grown.

are inspected, tested, maintained and repaired properly. We provide inspection and repair services for some of the most prestigious buildings in the United States, such as the National Gallery of Art, the Kennedy Center for Performing Arts, and the National Institutes of Health.

Our local and national organizations offer the management and technical resources to save Virginia Tech's costs. By choosing Johnson Controls for both inspection and repair services, Virginia Tech receives highly coordinated work performance from our Simplex Fire Alarm system experts.

Johnson Controls' commitment to providing high quality life safety solutions runs as deep as our resources. As noted on the attached graphic, JCFP is part of the Johnson Controls International family. As a highly recognized systems integrator, JCFP has unique ties to Simplex fire alarm systems. Consequently, the Johnson Controls team has factory direct access to these organization's products and services. We work closely with each brand's research and development personnel, business planning personnel, product development personnel, engineers and designers etc.

Because Simplex systems are manufactured by our affiliate company, we have the training and current product knowledge that benefits campus fire protection,

costs, and administrative support. Our organization also has direct access to up-to-date technical information such as specifications, operation and maintenance manuals, documentation etc. Johnson Controls is positioned to continue this vital relationship. One example of our close working relationship is the recent integration of the Software House access control system to the Simplex family of fire alarm panels. This unique integration offers many benefits to system users.

3.1 Similar References

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

3. Qualifications and Experience:

*Provide Four (4) recent references, **either educational or governmental**, for whom you have provided the type of services described herein. Include the date(s) services were furnished, the client name, address and the name and phone number of the individual Virginia Tech has your permission to contact.*

Johnson Controls' relevant experience in performing inspection, test and repair work on fire alarm systems includes a 30-year relationship with Virginia Tech. We are proud that Virginia Tech has chosen again and again to work with our team. We also value the trust Virginia Tech has developed regarding the Simplex brand fire alarm equipment that predominates throughout the main campus.

At the local and national levels, Johnson Controls has supported a broad range of customers and delivered capabilities such as the following:

- Turnkey solutions provider of life safety systems
- Prime contractor
- Installer
- Manufacturer
- Service provider

Many Johnson Controls projects have been time critical multi-million dollar efforts incorporating both design and build requirements. As a prime contractor, we have installed our equipment while maintaining a customer's existing system. Our experience includes design and installation of new fiber optic backbone circuits as well as copper and fiber connections within the same network. Many installations include new addressable initiating and notification circuits and devices, connections to fire protection systems, and remote fire alarm system signal monitoring.

Johnson Controls personnel have integrated redundant head-end fire alarm equipment with Class A, Style 7 regenerative network design architecture. Many have included peer-to-peer architecture with multiple nodes. Johnson Controls fire monitoring systems also often incorporate voice evacuation systems. Johnson Controls has integrated thousands of addressable detectors within the same system. Our networked fire alarms integrate computer graphics systems with touch screen capability.

We have included recent references on the required Attachment D. (included at the end of this section) and have provided information below and, also, on the 11 x 17 foldouts included at the end of this section.

3.1.1 Reference 1 - Virginia Military Institute

Date(s) Services Were Furnished	1996 to present
Client's Name	Virginia Military Institute
Address	[redacted]
Name of Contact	
Phone Number of Contact	

3.1.2 Reference 2 - James Madison University

Date(s) Services Were Furnished	2006-present
Client's Name	James Madison University
Address	[redacted]
Name of Contact	
Phone Number of Contact	

3.1.3 Reference 3 - Radford University

Date(s) Services Were Furnished	2005- present
Client's Name	Radford University
Address	[redacted]
Name of Contact	
Phone Number of Contact	

3.1.4 Reference 4 - Bridgewater College

Date(s) Services Were Furnished	2013-present
Client's Name	Bridgewater College
Address	[redacted]
Name of Contact	
Phone Number of Contact	

3.2 Company's Organizational Data

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

3. Qualifications and Experience:

Offeror's organization data, including size and structure of firm, joint venture and/or subcontractor arrangements is of any, location of branch offices, and financial standing.

Johnson Controls Fire Protection LP, (f/k/a Johnson Controls), a wholly-owned, indirect subsidiary of Johnson Controls International (JCI) is a limited partnership formed in Wilmington, Delaware on March 7, 2001. Johnson Controls Fire Protection LP is leading provider of fire protection and life safety systems and services. Officially formed in April 2001, Johnson Controls Fire Protection LP. is a world-class organization that combines the strength, heritage and excellence of two longtime industry leaders – Simplex Time Recorder and Grinnell Fire Protection.

Simplex was founded in 1894 by the inventor of the first practical time clock and was operated as a privately held company for more than a century. Grinnell was established in 1850, and its capabilities grew to encompass design, engineering, manufacturing and installation, as well as system integration, maintenance and inspection services.

Simplex and Grinnell were widely respected for their technology, their expertise, their service organizations, and their ability to deliver at the local level. Now all of those resources and competencies are available from one unified organization. Johnson Controls Fire

Virginia Tech, Roanoke, Virginia

Johnson Controls Supports the Simplex Fire Alarm System Network at Virginia Tech in 131 Buildings.

Our team has been installing, servicing & installing Simplex fire alarm systems since 1983. Our team installed a complete fire alarm network system in 1997. Virginia Tech also purchases Inova text messaging signs for campus mass notification via our state contract. In addition to these contracts we currently provide assistance with design engineers and architects on new construction and renovation projects for both fire alarm and security systems. These security systems consist of access control and CCTV. We currently subcontract One Source Integration to perform the CBORD installation and certification services for all construction projects.

Johnson Controls provides approximately $1,000,000 in installation, service and inspection each year. Our team provides a two hour response time on emergency service calls & same day/next day service on non-emergency service calls. The campus is protected by a two-loop Simplex Network with 131 Nodes; this is expected to increase by 60 nodes in the next 10 years.

Test and Inspection: The Johnson Controls Roanoke, Virginia Branch office provides a plan for inspection and testing during spaced evenly throughout the contract year. Our personnel inspect system devices and components for deficiencies and test all related components in accordance with NFPA Codes and Standards, industry accepted guidelines and practices, and the manufacturer's recommendations for various system components. Inspections are those periodic inspections necessary to assure the systems and other related fire protection equipment remains in good physical, and proper operating condition. Testing includes all specified and regularly scheduled tests to insure the systems are operational and will perform as required when activated. Operational tests require an actual or simulated operation of the equipment and devices to insure the equipment and devices are operating properly. Operational tests are conducted based on the requirements and frequencies contained in NFPA documentation. Any equipment or device that does not pass operational tests is repaired. A deficiency report is submitted to the Authorized Virginia Tech Representative to document any equipment or device that does not pass the operational tests.

We Provide Comprehensive Service Support to Virginia Tech.

Test and Inspection Schedule Submission: The Johnson Controls team submits detailed schedules for each Test and Inspection (T&I) item to Authorized Virginia Tech Representative for review and approval at the beginning of the agreement start date. If it is necessary to reschedule a T&I, the Roanoke Dispatcher works directly with the Authorized Virginia Tech Representative. The Adds, Moves and Changes Representative compiles a list of system/equipment deficiencies noted during each T&I event that are beyond the scope of work for maintenance, generates a proposal on a Time and Material Basis and forwards it to the Foreman.

Our Technicians Have a Thorough Understanding of Virginia Tech's Unique Needs.

Maintenance: Maintenance is performed in conjunction with requirements for inspection and testing. Maintenance includes predictable repairs and cleaning of parts that are conducted on a regular basis and are necessary for the continued proper operation of the system. Maintenance also includes the maintenance items specified by the manufacturer of the equipment. Johnson Controls repairs/replaces defective system components as a maintenance task only upon approval of the Authorized Virginia Tech Representative. Maintenance is normally accomplished during regular working hours. Virginia Tech reserves the right to determine means to be employed for accomplishment of the work.

Repair: During Test and Inspection period's components that do not perform as required or those otherwise identified by Authorized Virginia Tech Representative are repaired or replaced on a time and material basis at the discretion of Virginia Tech. Prior to repair or replacement of system components, Johnson Controls provides a detailed description of the work to be done and a cost estimate containing labor hours and the material necessary to complete the work. Authorized Virginia Tech Representative reviews and approves the work description before performance is initiated. Repair is normally accomplished as a service call during regular working hours.

Calls: Johnson Controls provides a 24-hour, 365-day a year, on-site response to Virginia Tech requests for service work. Johnson Controls establishes adequate procedures for receiving and responding to service calls. Our team provides a single telephone number for response to all service calls placed under this contract. Compensation for service calls is on a time and material basis.

Call Reception During Regular Business Hours and After Hours: Authorized Virginia Tech Representative notifies Johnson Controls, via telephone, of all service calls during regular working hours, including the classification of each call.

Emergency Calls: Emergency calls include, but are not be limited to any condition deemed an emergency by the Authorized Virginia Tech Representative. Johnson Controls provides emergency response, seven (7) days a week, fifty-two (52) weeks a year. Johnson Controls responds to emergency requests, via telephone within 15 minutes of notification. Upon arrival, troubleshooting and repairs are initiated immediately and continue until the problem is corrected. Johnson Controls provides a work order indicating the work performed to Authorized Virginia Tech Representative on the next regular working day. The work order includes the date and time that the work was started and completed, employee(s) who performed the work, and a detailed cost estimate.

Routine Calls: Minor malfunctions that do not constitute an emergency call are considered a routine call. All routine service calls are investigated within one (1) business day and repairs are completed within two (2) business days of receipt. Routine calls are normally accomplished during regular working hours.

Reports: Johnson Controls provides a copy of standard forms conforming to those listed in NFPA documentation that are used to report the results of each inspection, test, and maintenance service. A separate report is provided for each building. The reports is signed and dated by the technician performing the work and the supervisor reviewing the work. In addition, Johnson Controls provides a copy of the report for recording a system malfunction or anomaly, or when notified of the need for emergency service. Forms document Johnson Controls' response, including site arrival time, when repair was completed and any additional information that will document the details of the event. All reports required by this contract are submitted mail to Authorized Virginia Tech Representative. The agreement is reviewed on an annual basis for performance, additions and deletions.

Our Skilled Technicians Are Available to Provide Support 24 x 7 x 365.

James Madison University

Client	Commonwealth of Virginia - James Madison University
Address	800 S. Main St. Harrisonburg, VA 22807
Contact Person/Phone#:	Seth Arnold (540-568-5856)
Project/Dates/Description	May 2006 to Present (Contract renewed May 2008)

Johnson Control services Fire Alarm and Suppression Systems required by the applicable fire prevention and other codes on two separate categories as follows:

- Inspection, and Test and Calibration.
- Repair.

Our Roanoke District office provides labor, tools equipment, and all incidentals required for the complete and satisfactory performance of the Inspection, Test, Calibration and repair of Fire Alarm/ Suppression Systems. Johnson Controls coordinates simultaneous inspection/testing of Fire Suppression Systems in multiple facilities, when necessary. In addition, our team provides and coordinates the services of a qualified Elevator Service Contractor when necessary to properly complete inspection/testing.

Johnson Controls, provides and keeps an up to date a list of all personnel performing work under this contract with written evidence of the personnel's qualifications submitted in advance of commencement of service.

Inspection, test and calibration of Fire Alarm/Suppression is completed in accordance with The 2003 International Fire Code, NFPA 96, NFPA 17A, NFPA 72, NFPA 25 and all other applicable fire prevention codes, regulations and standards

All smoke detectors and duct detectors are thoroughly cleaned per manufacturer's specifications during testing. Testing of smoke detectors and duct detectors is accomplished using a suitable smoke producing test device are tested using a heat-producing device that does not use an open flame.

Johnson Controls Provides Peace of Mind to the Students, Faculty and Visitors at James Madison University

James Madison University Trusts Their Fire Protection Services to the Johnson Controls Roanoke Team

Repair services are provided on an as needed hourly- labor- rate basis and performed in strict accordance with all applicable fire prevention codes, regulations and standards. Replacement materials, parts and equipment required in the performance of the repair services may be provided. Repairs made must not void the United Laboratories, Inc. (U.L.) or other approved third party laboratory listing.

Rapid response to emergency repair calls is of the utmost importance. When a call for emergency service has been initiated, Johnson Controls on-call service person will contact designated Facilities Management personnel within 30 minutes. Johnson Controls will have qualified service personnel on the job at the work site within two (2) hours from the time the call for emergency repair service is received. This service is available twenty four (24) hours a day, three hundred sixty five (365) days a year. All Equipment Repairs are performed on site whenever possible. Off-site repairs must be approved in advance by James Madison University.

Our team provides a written estimate of the cost of repair services to James Madison University and receives prior written authorization to proceed. Equipment Repair services performed without such prior written authorization may not be processed for payment. Equipment repairs performed by Johnson Controls as a result of an emergency repair call will not require prior written estimates and written authorization.

Reports: A written report is submitted to James Madison University upon the completion of, and on the same day as, any inspection, test or repair work. The report includes the following:

- Company Name; Technician(s) Name(s); Helper(s) Name(s) (if applicable); Time and date of Inspection, Calibration or Repair Work.
- Identification of System serviced or Repaired; Checklist of Examinations Made and Work Performed; Time Worked; Type and Quality of Material and parts Used.
- Certification that work was performed in accordance with the specifications, signed by the Technician.
- Needed repair work, problems, failures or malfunctions discovered during inspection or repair work.
- Recommendations for extra inspection and testing if required by applicable codes.
- All inspection and test reports shall include an itemized list of all deficiencies noted including all pertinent information.

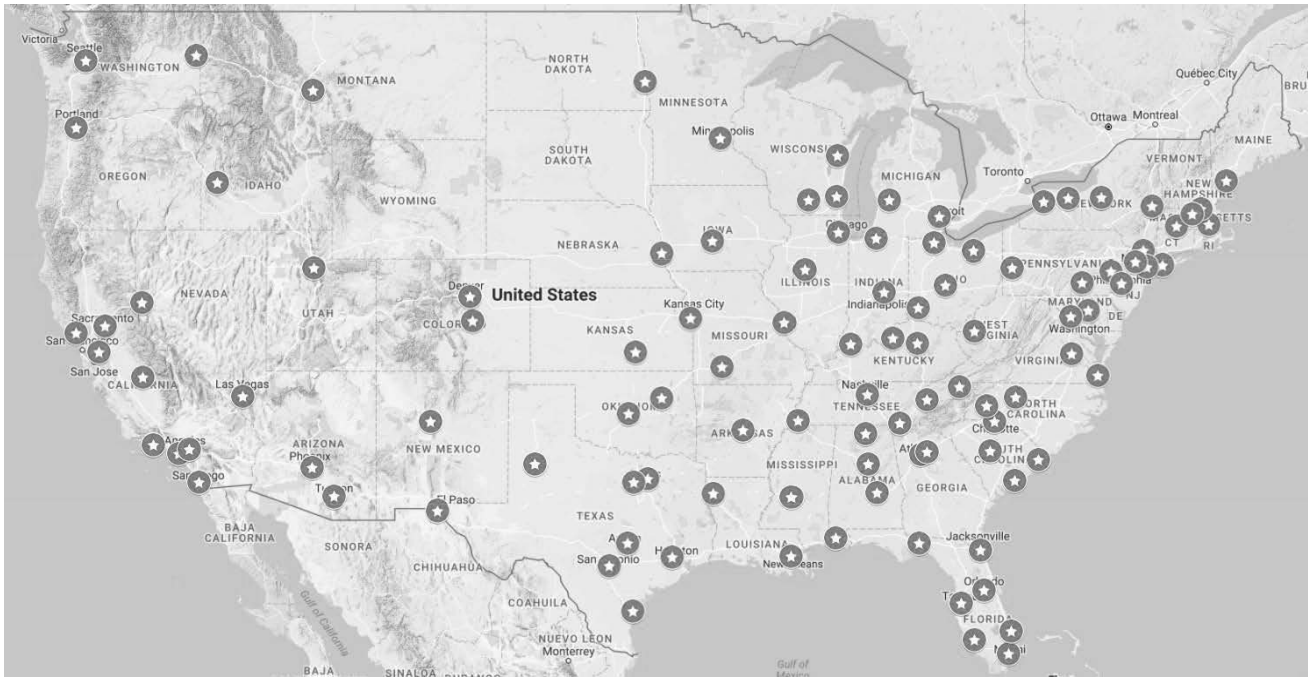
Records: Johnson Controls keeps and maintains a file on each Fire Alarm/Suppression Systems to contain accurate records of all inspections and repairs, including trouble calls, parts used, and all wiring and circuit changes and modifications made. These records are to be made available upon request by James Madison University.

Quality Control Program: Johnson Controls has established and follows a quality control program for the purpose of identifying and correcting deficiencies in the quality of services performed before the level of service becomes unacceptable. This program involves periodic inspections or supervision of work performed by Johnson Controls, or any other program to ensure a sufficient level of service.

Invoices: All invoices show the contract number, purchase order number, and work order number. Invoices for repairs or extra services are submitted separately for each building. Invoices for repair work also includes labor and material breakdown, which reflects contract rates and discounts. Item description and part number are included for each type material.

Scheduling of Tests: Johnson Controls schedules inspections/ tests of audio/visual devices and/or other inspections/tests which may cause disruption of activities on campus during school breaks. Inspections/tests which are not expected to cause disruption of campus activities are performed during normal work hours. Johnson Controls coordinates all tests with Facilities Management.

Uniforms: All employees of Johnson Controls wear uniforms or other appropriate Owner approved attire at all times to designate their affiliation with the Contractor. Photo identification badges are acceptable.



Johnson Controls Fire Protection Owns & Operates
District Offices Throughout North America

Protection offers customers an unprecedented array of best-in-class fire protection systems and services that protect people and property and improve workforce management.

Johnson Controls Fire Protection leverages the world-class products and services of our Tyco affiliates, such as Ansul, Master Protection/FireMaster, Scott, and Tyco Security Products. Capitalizing on the high quality offerings of these companies, we are capable of providing best-in-class fire protection to virtually any industry.

Serving a geographic area that covers all of North America, Johnson Controls Fire Protection is committed to being a single-source provider that delivers unequaled customer service. Johnson Controls Fire Protection features a number of distinguishing competencies:

- Highly reliable, technologically advanced fire, life safety, integrated security, communications and workforce management systems and services.
- A network of company-owned district offices that spans all of North America and enables Johnson Controls Fire Protection to deliver high-quality systems and services at the local level.
- A services organization staffed by more than 8,900 technicians, installers and other professionals. Through this organization, Johnson Controls Fire Protection provides 24/7 emergency service and brings customers unrivaled knowledge and expertise in designing, engineering, installing, testing, inspecting, maintaining, servicing and supporting fire detection, fire suppression and other life safety systems.

The formation of Johnson Controls Fire Protection LP (f/k/a Johnson Controls) followed the January 2001 acquisition of Simplex by Tyco International Ltd., a diversified manufacturing and service company that is the parent company of Johnson Controls. Operating with over 11,000 employees, Johnson Controls Fire Protection LP can protect virtually any building – from schools, universities, hospitals, malls and restaurants to airports, sports stadiums, apartment complexes, movie theaters and industrial, commercial and government facilities.

On September 2, 2016 Johnson Controls' parent company Tyco International was merged with Johnson Controls International plc.. The merger created a new global leader in building products and technology as well as integrated solutions and energy storage.

By uniting Johnson Controls, the number one provider of building efficiency solutions with Tyco, the number one provider of fire and security solutions, the new company is uniquely positioned as a leader in products, technologies and integrated solutions for the buildings and energy sectors.

The combination brings together complementary businesses and strengths of two great companies, enabling us to meet the needs of a broad base of customers including large institutions, commercial buildings, retail, industrial, small business and residential. Our team is excited at the prospect of combining Tyco's established, industry leading business, cutting-edge innovation pipelines and extensive global footprint to enhance offerings to our customers.

Johnson Controls is a geographically and culturally diverse company with over 117,000 employees in more than 150 countries. Johnson Controls has market-leading positions in growing global industries with leading brands, including Scott, Ansul, Sensormatic, Simplex and many others. An overview of the breadth and depth of Tyco includes:

- More than 1 million firefighters worldwide depend on Scott protective equipment to help them do their jobs and keep their communities safe.
- We install nearly 30 million sprinkler heads annually.
- Johnson Controls Fire Protection is the market leader in electronic fire alarm systems and the largest fire sprinkler contractor in North America.
- We help protect more than 80 percent of the world's top 100 retailers with our electronic security and anti-theft products and services.

We truly are combining the best of two great companies, to create the global leader in building products and technology, integrated solutions and energy storage. The new Johnson Controls paints an impressive picture, with 130+ years of innovation and over four million customers.

Johnson Controls Values:

- INTEGRITY FIRST: We promise honesty and transparency. We uphold the highest standards of integrity and honor the commitments we make.
- PURPOSE LED: We believe in doing well by doing good and hold ourselves accountable to make the world a better place through the solutions we provide, our engagement in society, the way we do business, and our commitment to protect people and the environment.
- CUSTOMER DRIVEN: We win when our customers win. Our long-term strategic relationships provide unique insights and the ability to deliver exceptional customer experiences and solutions.
- FUTURE FOCUSED: Our culture of innovation and continuous improvement drives us to solve today's challenges while constantly asking 'what's next'.
- ONE TEAM: We are one team, dedicated to working collaboratively together to create the purposeful solutions that propel the world forward.

The Johnson Controls Mission Statement:
"Continually exceed our customers' increasing expectations."

The future is being built today, and Johnson Controls International Plc. is making that future more productive, more secure and more sustainable. We create intelligent buildings, efficient energy solutions, integrated infrastructure and next generation transportation systems that work seamlessly together to deliver on the promise of smart cities and communities. At our core, is the promise to deliver innovation that make people's lives – and the world – better.

Johnson Controls is a global diversified technology and multi industrial leader serving a wide range of customers. Our commitment to sustainability dates

back to our roots in 1885, with the invention of the first electric room thermostat. Johnson is committed to helping our customers win and creating greater value for all of our stakeholders through strategic focus on buildings and energy growth platforms.

Last year Johnson Controls Fire Protection served more than one million customers. Service revenue constituted approximately 46 percent, which is a combination of approximately 25 percent in recurring and scheduled maintenance, and 21 percent in time and materials service calls.

Systems Installation constitutes about 53percent of Johnson Controls Fire Protection's revenue, consisting of ~11 percent prime contracting and ~42 percent in non-prime related installation activities.

Revenue from the various market sectors is as follows:

- Suppression: 8 percent
- Sprinkler: 26 percent
- Electronic: 66 percent, including security, fire alarm, nurse call, etc.

Johnson Controls Fire Protection is able to achieve a robust market share because we operate consistently to fulfill our Mission Statement:
"To be the recognized leader and preferred provider for our valued customers - by delivering unequaled products and services through a highly qualified staff of professionals, with total commitment to integrity and excellence," and by adhering to our core values of:

- *"Integrity,*
- *Excellence,*
- *Teamwork, and*
- *Accountability."*

Johnson Controls Fire Protection's portfolio of high-quality products and services is extensive and comprehensive. The product lines being sold, delivered and serviced by Johnson Controls Fire Protection include: fire detection and alarm systems; fire sprinkler systems; fire extinguishers and pumps; restaurant fire suppression systems; special hazard fire protection systems; integrated security applications that link access control, CCTV and fire; emergency lighting; healthcare communication systems; sound, intercom and telephone systems. For additional information, visit our web site: www.johnsoncontrols.com.

Johnson Controls Fire Protection is a Leader in the Life Safety and Security Marketplace.

3.2.1 Size and Structure of Firm

A recognized leader in providing fire and life-safety systems and services, JCFP employs over 9,500 personnel and operates 120 branch offices nationwide.

3.2.2 Joint Venture And/Or Subcontractor Arrangements

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
A. Specific Requirements
3. Qualifications and Experience:
Offeror's organization data, including size and structure of firm, joint venture and/or subcontractor

arrangements is of any, location of branch offices, and financial standing.

Johnson Controls Fire Protection and its Roanoke Branch office is not participating in any joint venture and/or subcontractor arrangements for this project

3.2.3 Location of Branch Offices

Johnson Controls Fire Protection owns and operates approximately 120 Branch Offices throughout North America. This network helps to support parts and resources needs, and it ensures consistent quality of local service.

Among Johnson Controls' U.S. Branch Offices in the same region as Virginia Tech, are the following:

- Roanoke, VA
- Richmond, VA
- Norfolk, VA
- N. Virginia, VA
- Greensboro, NC
- Hickory, NC
- Raleigh, NC
- Charlotte, NC
- Greenville, SC
- Columbia, SC
- Myrtle Beach, SC
- Charleston, SC
- Baltimore, MD
- Hagerstown, MD
- Wilmington, DE
- Harrisburg, PA
- Allentown, PA
- Philadelphia, PA

3.2.4 Financial Standing

Financial Capability

Johnson Controls Fire Protection LP is a wholly-owned indirect subsidiary of Johnson Controls International plc, a publicly owned company listed on the New York Stock Exchange (ticker: JCI). As a wholly-owned subsidiary, Johnson Controls Fire Protection's financial results are consolidated in the financial statements of Johnson Controls International plc. In Fiscal Year 2019, Johnson Controls saw net revenue of $23.9 billion with positive cashflow. Johnson Controls enjoys a strong balance sheet with $12.3 billion in assets against $9.07 billion in total liabilities. Total shareholders' equity was $19.7 billion for FY 2019.

Johnson Controls International is a global diversified technology and multi industrial leader serving a wide range of customers. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Johnson is committed to helping our customers win and creating greater value for all of our stakeholders through strategic focus on buildings and energy growth platforms.

For a copy of Johnson Controls International Annual Report, please go to the link below:
http://investors.johnsoncontrols.com/financial-information/financial-reports?doc=*&ac=1

Bonding Capacity

Johnson Controls Fire Protection LP. has sufficient and adequate bonding capacity at this time to meet the Payment Bond requirements of this contract. Johnson Controls Fire Protection LP is a highly regarded and valued client of Federal Insurance Company, who has provided our bonds for many years. During that time, Federal Insurance Company has supported Johnson Controls Fire Protection LP on single bonds in excess of $200 million and an aggregate total work program in excess of $600 million. Federal Insurance Company has a Best Rating of A++ FSC XV.

Insurance Coverage

Johnson Controls Fire Protection LP. is part of the Johnson Controls organization. Johnson Controls operates around the globe with historical revenues over $30,000,000,000 annually and operating in more than 150 countries worldwide. Johnson Controls purchases insurance that complies with all applicable regulations, laws, customs, and practices for all US states, territories, possessions, along with most countries in the world. The limits and types of

Johnson Controls

Johnson Controls
Fire Protection

Johnson Controls
Global Fire Protection Products

Johnson Controls
Fire Protection

Local Johnson Controls Offices Offer:

- Industry's Premier Systems Integrator for Designing, Installing, Commissioning and Maintaining Large Life Safety Systems.
- Extensive Local and Corporate Resources
- Needs Assessments and Site Surveys
- Project Design and System Architecture
- Programming, Integration and Installation
- Complete Network Testing and Certification
- Preventative Maintenance Services
- 24/7 Emergency Field Services
- Complete Product Training Before & After the Installation
- Capability to Pre-stage Entire System

World Class Support:

- High Quality Products and Services
- Wide Range of Value Added Services
- Industry Leaders
- Extensive Corporate Resources
- Access to Industry's Widest Selection of Products

Simplex

- Factory Direct Support
- Design and Engineering Resources
- Ongoing Research and Development
- Technology Developments
- Parts Support
- Extensive Technical Data
- Operations and Maintenance Manuals
- Technical Specifications
- Wide Range of Product Options
- New Product Development
- Comprehensive Databases
- Training Resources
- Continued Migration Path to New Features and Technologies

Johnson Controls Fire Protection And Johnson Controls Global Fire Protection Products are Owned and Operated by Our Parent Company, Johnson Controls. This Feature Ensures Our Team Has Direct Access to All Critical Documentation and Technical Support.

insurance Johnson Controls purchases are in accordance with companies of comparable size.

3.3 Company Qualifications and Experience

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

3. Qualifications and Experience:

Complete and detailed description of the Offeror's qualifications and experience relative to the services described herein. Include proof of required certifications.

Johnson Controls' efforts include inspection, testing and maintenance contracts for each of the following nationwide:

- Fire Alarm Systems
- Kitchen Range Hood Systems, including Ansul systems, also a Tyco brand
- Fire Extinguisher
- Emergency Lighting
- Fire Pump
- Fire Suppression
- Fire Sprinkler
- Security (Access Control and CCTV)
- Sound and Communications Systems
- Special Hazard Systems
- Nurse Call Systems
- Master Time Systems
- Gas Systems.

Johnson Controls has extensive fire alarm system expertise, including a thorough knowledge of network multiplexing. Our first system, model number 4204, was introduced in the late 1950's. This fire alarm was an electromechanical "readback" system. Our expertise progressed through a series of technological developments which included solid state equipment (Johnson Controls STARS) and then microprocessor-based systems.

In multiplexing, the remote location is a subordinate device usually linked to a transponder. It is not intended to "think" on its own and it typically will have few (if any) abilities if communications with the master Central Processing Unit are lost. However, in networking, each remote location is a much more capable device with its own distributed microprocessor and memory and often is fully capable of operating as a stand-alone fire alarm control panel. Our extensive experience with multiplex technology development gives us a unique understanding of fire alarm network operation.

3.3.1 Proof of Certifications

Johnson Controls contractor certificate is attached.

3.4 Management and Staff Personnel

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

3. Qualifications and Experience:

Listing of Offeror's management and staff personnel to be used for this contract, designated by discipline and detailing qualifications and experience relative to the services described herein. Include a resume for each and proof of required certifications.

VII. STATEMENT OF NEEDS

C. Contractors Personnel:

1. *The Contractor shall have experienced fire alarm technicians (minimum of 5-years experience preferred), properly trained and qualified to perform required inspection, testing, repair and installation services on the type of fire alarm system equipment included in this solicitation. Must have a thorough knowledge of the standard practices, materials, codes and processes of building fire alarm system equipment and the ability to efficiently use the tools, equipment and materials of the fire alarm technician trade. Must be able to supervise one or more assistants.*
2. *The Contractor shall provide and keep up to date a list of all personnel performing work under this contract with written evidence of the personnel's qualifications and certifications*

submitted in advance of commencement of service.

This proposal section describes the personnel resources Johnson Controls will make available to Virginia Tech. Our local team offers qualifications and experience to ensure all fire alarm systems on the Virginia Tech campus operate as designed. Our team is dedicated to providing exceptional routine and emergency service support to Virginia Tech. We value the more than 30-year relationship that has resulted in the many Simplex fire alarm systems currently installed on the main campus.

3.4.1 Staff Qualifications and Experience

The key Johnson Controls personnel who will support this contract are employed at Johnson Controls' Roanoke (Salem), Virginia Branch Office. Our organization has owned and operated this business for over 50 years. The office is staffed with 45 full time employees who have many years of collective experience with fire alarm systems inspection, testing, maintenance and repair. The Roanoke office staff includes the following full time positions:

- Area General Manager
- Service Manager
- Inspection Team Members
- Technical and Repair Representatives
- Sales Representatives
- Project Engineer
- Computer Aided Design Operator
- Administrative Personnel

Johnson Controls' Roanoke Office employs highly skilled employees, many of whom have degrees in engineering fields, diplomas from technical schools in electronics, and certificates gained in completing numerous Johnson Controls specialty schools. Johnson Controls training covers a wide range of technical and systems design criteria of our products. Our team's employees have many years of collective experience supporting all aspects of Johnson Controls products.

Our local team also includes fire alarm system inspectors and technical representatives. Johnson Controls' professional services are unmatched in the industry. From our factory trained and certified technicians to our engineering services, we offer a qualified and experienced staff to deliver complete service support now and for years to come.

Overall Contract Management

- Jeff Jackman, Area General Manager
- Corey Knight, Service Sales Manager
- Mark Webb, Fire Service Manager
- Jodi Skurupey, Customer Care Representative
- Lee Miles, Inspection Manager

Fire Alarm Inspection, Testing and Service Team

- Mark Webb, Fire Alarm Service Manager
- Lee Miles, Fire Alarm Inspection Manager
- Toney Ray, Fire Alarm Service Supervisor
- Andrew Weir, Fire Alarm Inspector
- Rajae Talent, Fire Alarm Inspector
- Matt Goad, Fire Alarm Inspector
- Mike Henderson, Fire Alarm Inspector
- Mike Goad, Fire Alarm Technician
- Cody Vincil, Fire Alarm Technician
- Richard Crist, Fire Alarm Technician
- Tony Huffman, Fire Alarm Technician
- Carl Stanley, Fire Alarm Technician
- Jarred Megginson, Fire Alarm Technician

Experienced (Min. 5 Years) Fire Alarm Technicians

Johnson Controls proposed Repair Technician and Inspection/Testing Teams include experienced personnel. The average number of years experience for the Repair Team personnel is over sixteen (16) years, and the average for the Inspection/Test team is six (6) years.

For more detail on the specific qualifications of individual team members please refer to the chart below and the personnel résumés included at the end of this section.

Our technicians service Johnson Controls security and life safety system's hardware and software. Our Roanoke Branch Office is supported by the largest and best trained

Johnson Controls' Roanoke Branch Office Inspection/Testing and Repair Technician Teams					
Title	Name	Years of Experience	Simplex Factory Training	Standard Practices, Materials, Codes and Processes of Building Fire Alarm System Equipment	Tools, Equipment and Materials of the Fire Alarm Technician Trade
Management Staff					
Fire Service Manager	Mark Webb	14	✓	✓	✓
Inspection Manager	Lee Miles	15	✓	✓	✓
Staff Personnel					
Fire Alarm					
Inspection Manager	Lee Miles	15	✓	✓	✓
Inspector	Andrew Weir	12	✓	✓	✓
Inspector	Rajae Talent	10	✓	✓	✓
Inspector	Matt Goad	7	✓	✓	✓
Inspector	Michael Andrew Henderson	5+	✓	✓	✓
Service Supervisor	Toney Ray	20	✓	✓	✓
Service Technician	Michael Goad	28	✓	✓	✓
Service Technician	Cody Vincil	18	✓	✓	✓
Service Technician	Richard Crist	12	✓	✓	✓
Service Technician	Anthony Huffman	25	✓	✓	✓
Service Technician	Carl Stanley	15	✓	✓	✓
Operations /Service	Jarred Megginson	5	✓	✓	✓

service organization in the industry - 8,900 strong. Over 1,000 of these professionals are certified by the National Institute for Certification of Engineering Technologies (NICET).

Prospective technical service representatives are subjected to preliminary testing in electronics, computer proficiency and analytical logic in addition to a series of personal interviews with departmental, district and corporate levels of Johnson Controlsl management. Written examinations, verification of work experience, competency, knowledge and personal recommendations are used during our technical certification process. This process ensures all Johnson Controlsl service employees have competent customer service and communication skills. Applicants who meet these strict standards receive criminal background checks and pre-employment drug screening.

Once hired, Johnson Controls technical representative attend extensive training programs. Employees are enrolled in NICET certification training at each district office location. There are presently four levels of NICET certification including:

- NICET Level I technicians are generally entry-level service technicians who have limited relevant work experience.
- NICET Level II technicians usually have a minimum of 18 months experience. These individuals demonstrate a competency in advanced theoretical abilities.
- NICET Level III technicians have a minimum of five years experience and they have mastered numerous specialty job skills.
- NICET Level IV is designed for complex technical and/or supervisory situations requiring advanced

analytical abilities. This level requires a minimum of ten years experience in the fire alarm industry.

They are taught Johnson Controls operational, administrative, and customer service processes and procedures. After they successfully pass local training programs, they travel to Johnson Controls' Corporate facility in Westminster, Massachusetts for several weeks of technical training.

They learn how to troubleshoot, program, and repair Johnson Controls equipment. Our service employees also receive continuous educational training including video training tapes and on-going technical schooling at our corporate facility.

Johnson Controls technicians have been trained to provide specialized service functions. Our corporate training has prepared these technicians to perform advanced
technical support in areas such as programming, testing and end-user service. Johnson Controls' Roanoke District Office is staffed to provide the following levels of service:

1. Specialized installation technicians are assigned to support small additions and alterations to existing systems.
2. Technical Installation Support (TIS) technicians who specialize in Systems Installation Technical Support.
3. Our Technical Representatives (TR's) support a range of end-user service issues (such as system programming).
4. Dedicated Inspection Technicians manage inspection and testing services.

During the installation phase of this project, Johnson Controls will utilize our Technical Installation Support (TIS) Technicians. These TIS Technicians provide support to the installation personnel. This support includes pre-installation reviews with the Johnson Controls Project Management Team to ascertain the scope and requirements of the project. The TIS Technicians will also:

- Program the new Johnson Controls systems to meet customer requirements.
- Update control panel drawings.
- Address technical and code issues.
- Insure the installation meets the Johnson Controls quality standards.
- Assist with all pre-tests to insure acceptance.
- Assist with all final acceptance tests.
- In conjunction with Johnson Controls Training and Development Department, provide on-going operator training.

Each representative is highly trained in all aspects of fire alarm and security technology, including electrical/electronic circuit operation and troubleshooting. Our fields TRs are computer literate and they are thoroughly familiar with microprocessor based control systems designed for the fire and security industry.

A technical support group located at the Corporate facility in Westminster, Massachusetts, supports Johnson Controls Technical Representatives. Our technical support group is comprised of highly trained technicians and engineers who offer additional support if required. These employees have four-year college degrees in Engineering or Engineering Technology. They also average eight (8) years of industry experience.

3.4.2 Resumes

Résumés of key personnel are attached.

3.4.3 Certifications

NICET certifications are included at the end of this section following the résumés.

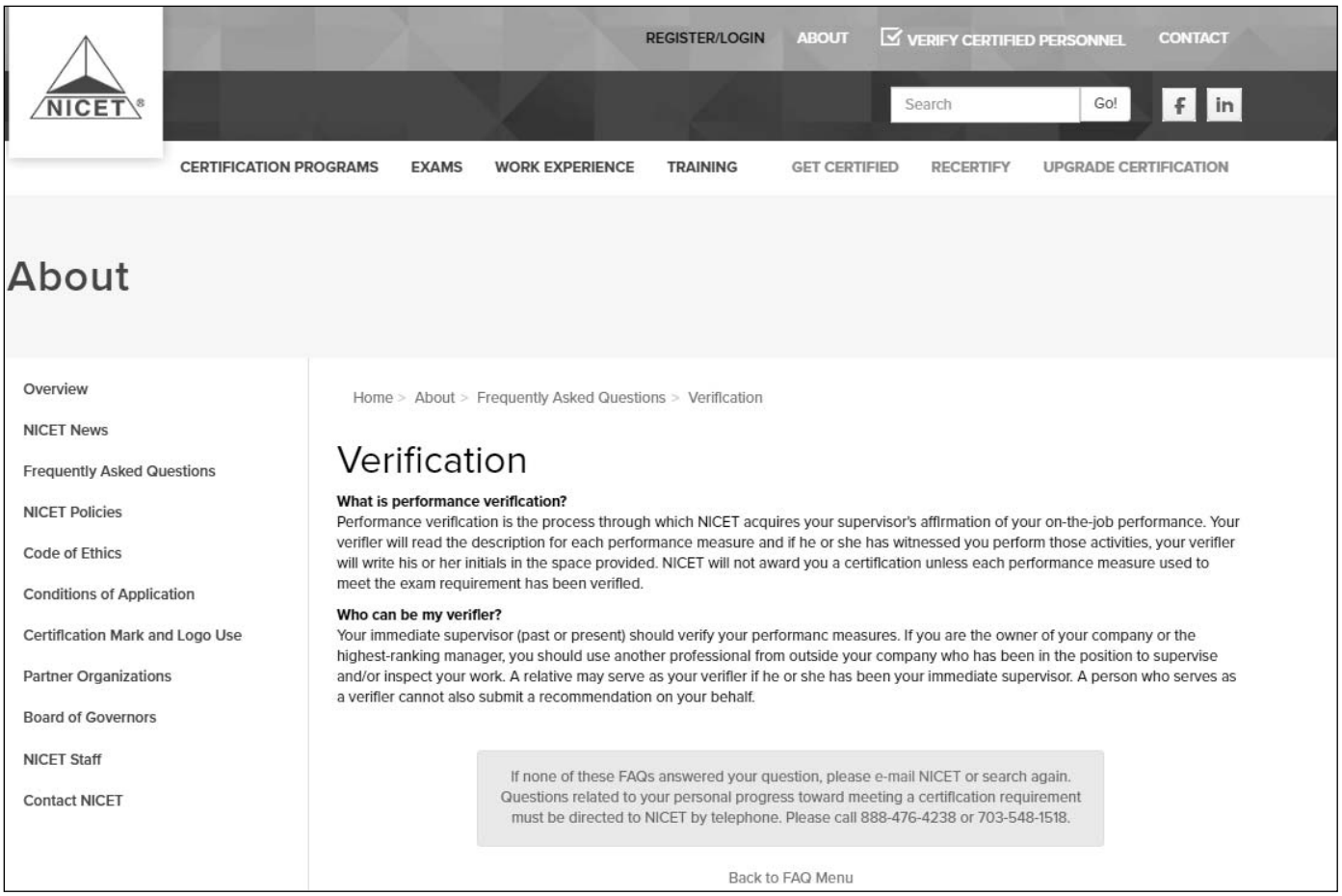
How to Confirm Personnel Hold NICET Certification Online

Our organization employs over 1,000 National Institute for Certification in Engineering Technologies (NICET) certified professionals. Our personnel's NICET Certification may be verified online by visiting NICET's website: www.nicet.org. To verify a technician or inspector's NICET certification, system users click the "Verify Certified Personnel" button at the top of the NICET.org home page. Clicking this button opens up a Certification Directory form. From there, users simply type the individual's last name, first initial, and

the state of their employment and click "Search". A certification directory entry will appear, showing:

- The individual's full name
- Technologist ID (if applicable)
- Technician ID Number
- Type of Certification(s)
- Certification(s) Award and Expiration Dates

There is also an option to search by Certification ID.



Matched Results

Last Name	First Name	Credential Type	Credential #	Effective Date	Expiration Date
Goad	Michael	Fire Alarm Systems Level III	101461	2002-04-30	2021-10-01

Total Results: 1

Matched Results

Last Name	First Name	Credential Type	Credential #	Effective Date	Expiration Date
Vincil	Cody	Fire Alarm Systems Level I	137390	2013-11-13	2022-12-01

Total Results: 1

Matched Results

Last Name	First Name	Credential Type	Credential #	Effective Date	Expiration Date
Huffman	Anthony	Fire Alarm Systems Level II	103817	2001-08-14	2022-09-01

Total Results: 1

Matched Results

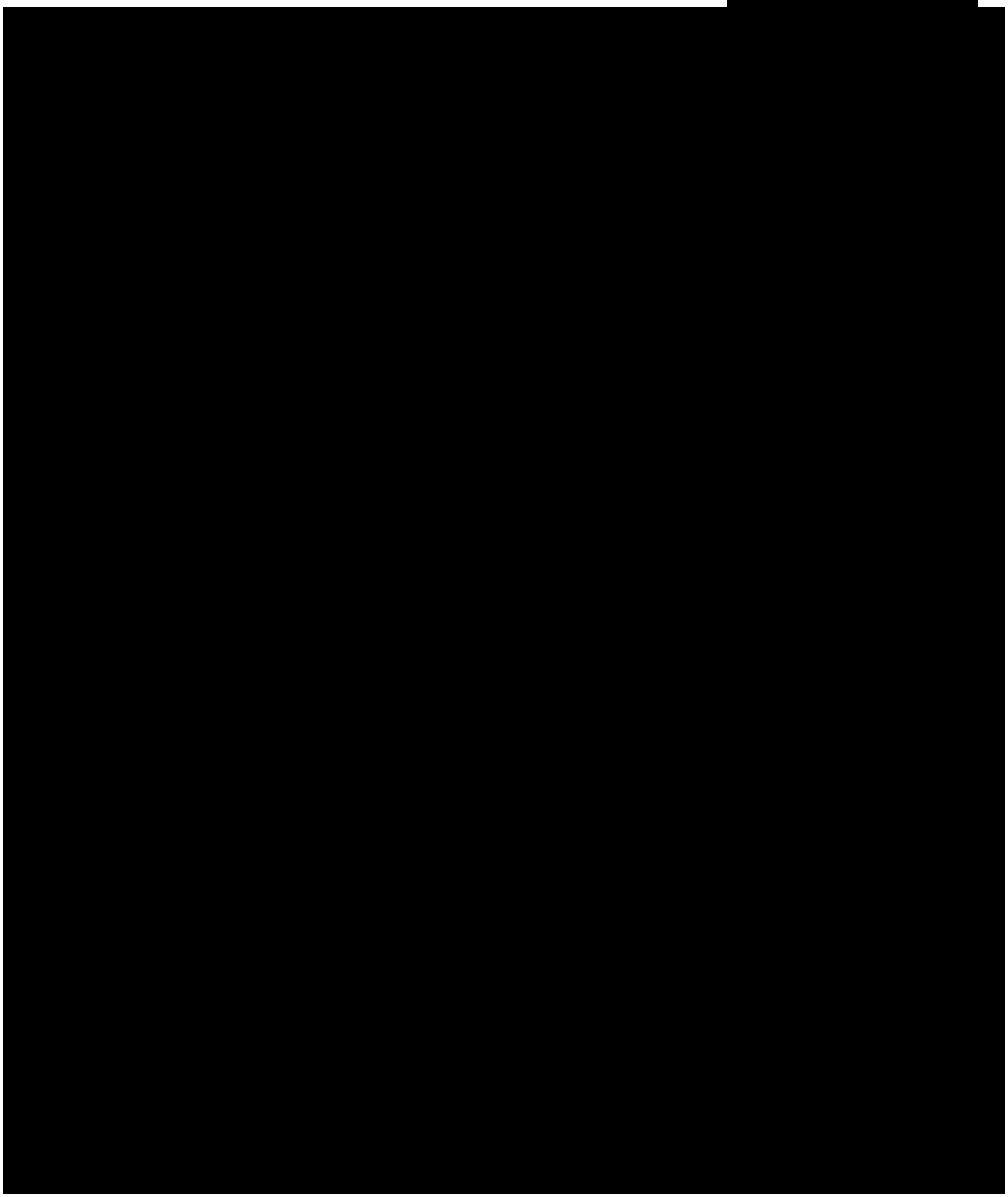
Last Name	First Name	Credential Type	Credential #	Effective Date	Expiration Date
Megginson	Jarred	Fire Alarm Systems Level II	139923	2019-12-17	2021-04-01

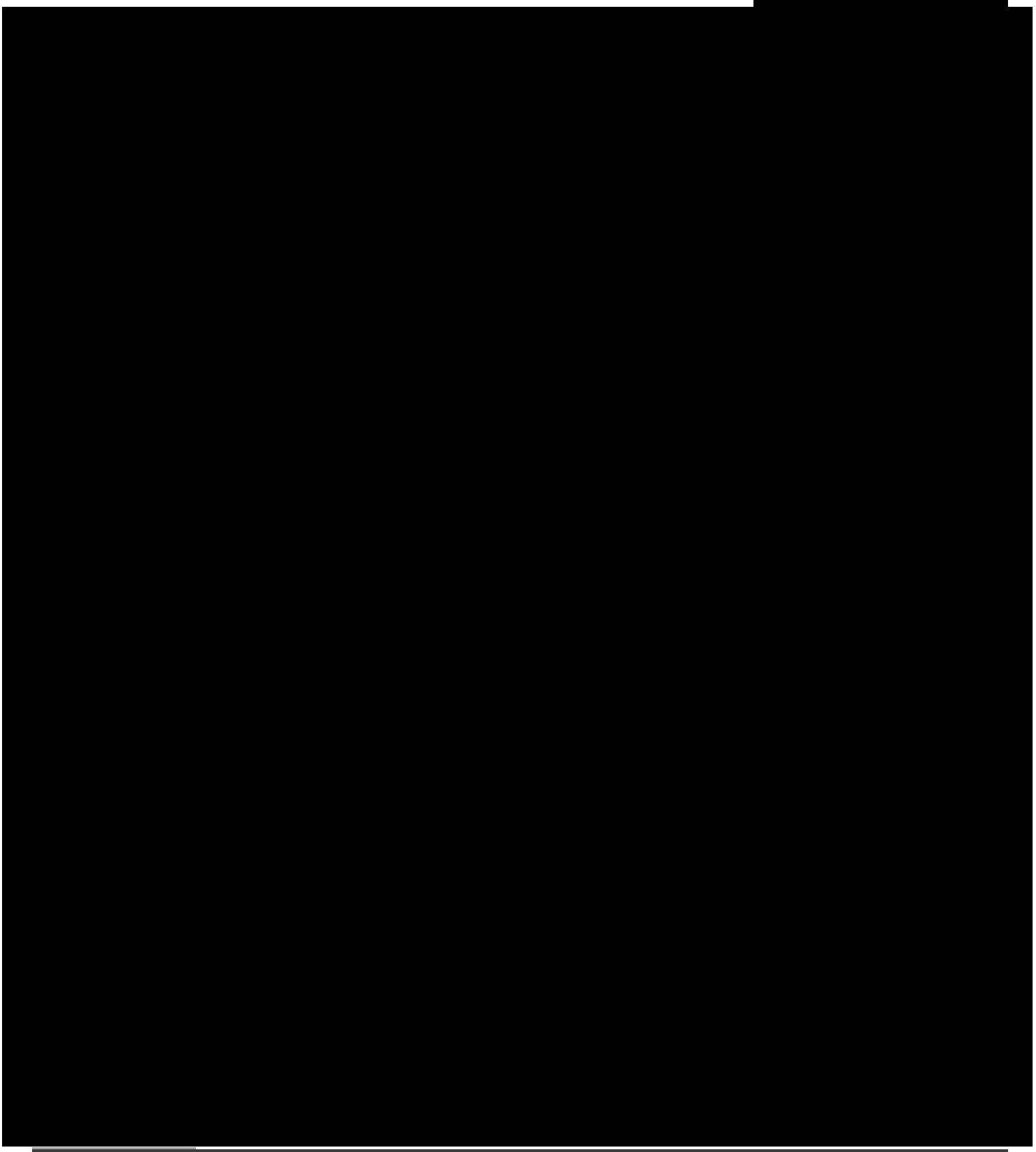
Total Results: 1

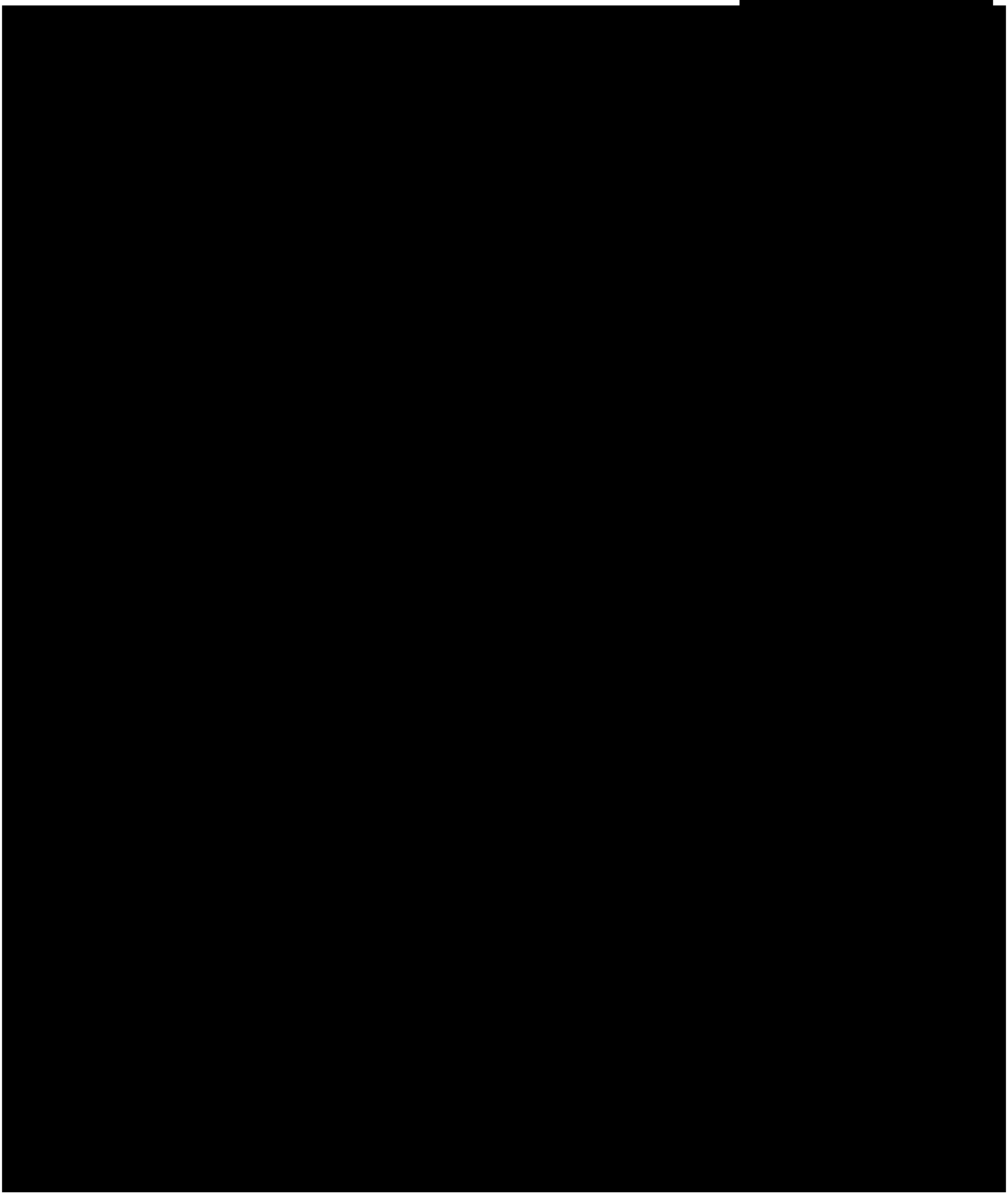
DPOR License Lookup License Number 2705067925

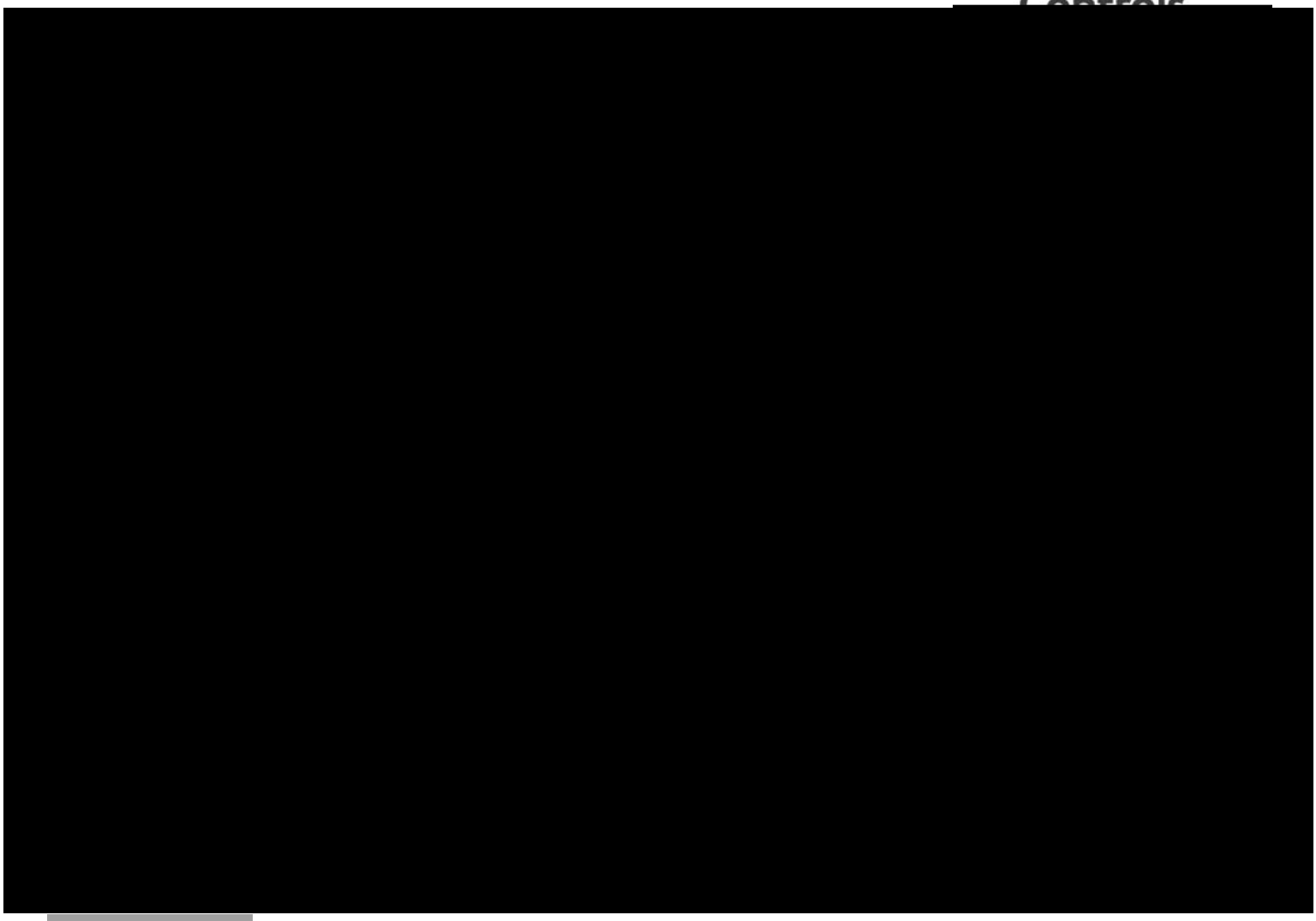
License Details

Name	JOHNSON CONTROLS FIRE PROTECTION LP
License Number	2705067925
License Description	Contractor
Firm Type	Partnership
Rank [1]	Class A
Address	22712 COMMERCE CENTER COURT #114, STERLING, VA 20166
Specialties[2]	Electrical (ELE) Fire Sprinkler (SPR) Fire Suppression (FSP)
Initial Certification Date	2003-02-25
Expiration Date	2021-02-28









4. Participation of Small, Women-owned and Minority-owned Business (SWAM) Business

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:

4. Participation of Small, Women-owned and Minority-owned Business (SWAM) Business:

If your business cannot be classified as SWAM, describe your plan for utilizing SWAM subcontractors if awarded a contract. Describe your ability to provide reporting on SWAM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWAM, but has not been certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWAM certification, visit the SBSD website at http://www.sbsd.virginia.gov/

Johnson Controls Fire Protection is not planning to use subcontractors for this service contract. Our organization has the experienced personnel and resources in place to complete the entire scope of work without the need to subcontract.

5. General Information Form

Our team understands the RFP requires the following:
VIII. PROPOSAL PREPARATION AND SUBMISSION:
5. The return of the General Information Form and addenda, if any, signed and filled out as required.

General Form is attached.

5.1 Addenda

Signed Addenda 1 is submitted at the end of this section.

RFP 0061573
GENERAL INFORMATION FORM

QUESTIONS: All inquiries for information regarding this solicitation should be directed to: John Spence, CPPB Phone: (540) 231-3333 e-mail: jspenc@vt.edu

DUE DATE: Proposals will be received until November 24, 2020 at 3:00 PM. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.

PROPOSAL SUBMISSION:
Bids or Proposals may NOT be hand deliver to the Procurement Office.

Due to the COVID-19 Emergency Declaration, Virginia Tech will be accepting electronic submission of proposals. All submissions should be submitted to procurement@vt.edu with the RFP number, due date, and time in the subject line of the email.

Virginia Tech will not confirm receipt of proposals. It is the responsibility of the proposers to make sure their proposal is delivered on time. Delivery Confirmation functionality is recommended from the proposer's email system.

Attachments must not exceed 25MB to avoid delivery issues thru email servers.

TYPE OF BUSINESS: (Please check all applicable classifications). If your classification is certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), provide your certification number: _____. For assistance with SWaM certification, visit the SBSD website at http://sbsd.virginia.gov/ .

_X_ **Large**

____ **Small business** – An independently owned and operated business which, together with affiliates, has 250 or fewer employees or average annual gross receipts of $10 million or less averaged over the previous three years. Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) certified women-owned and minority-owned business shall also be considered small business when they have received SBSD small business certification.

____ **Women-owned business** – A business concern that is at least 51% owned by one or more women who are U. S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law, and both the management and daily business operations are controlled by one or more women who are U. S. citizens or legal resident aliens.

____ **Minority-owned business** – A business concern that is at least 51% owned by one or more minority individuals (see Section 2.2-1401, Code of Virginia) or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

COMPANY INFORMATION/SIGNATURE: In compliance with this Request For Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the goods or services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.

FULL LEGAL NAME (PRINT) (Company name as it appears with your Federal Taxpayer Number) **Johnson Controls US Holdings LLC.**		FEDERAL TAXPAYER NUMBER (ID#) [redacted]	
BUSINESS NAME/DBA NAME/TA NAME (If different than the Full Legal Name) **Johnson Controls Fire Protection LP.**		BILLING NAME (Company name as it appears on your invoice) **Johnson Controls Fire Protection LP.**	
PURCHASE ORDER ADDRESS **88 St. John Road Roanoke, VA 24018**		PAYMENT ADDRESS **Johnson Controls Fire Protection LP. Dept. CH 10320 Palatine, IL 60055 - 0320**	
CONTACT NAME/TITLE (PRINT) **Jeff Jackman, Area General Manager**			E-MAIL ADDRESS **jeffrey.jackman@jci.com**
TELEPHONE NUMBER **336 240 2892**	TOLL FREE TELEPHONE NUMBER **800-274-2120**	FAX NUMBER TO RECEIVE E-PROCUREMENT ORDERS **540-389-7005**	

I acknowledge that I have received the following addendums posted for this solicitation.

1 _X_ 2 ____ 3 ____ 4 ____ 5____ 6____ (Please check all that apply)

Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the Code of Virginia, 2.2 – 3102 - 3112

YES_____ NO_X_____

Johnson Controls discloses that Mr. Larry Manning, JCFP Roanoke Office Sprinkler Supervisor's wife is a Construction Director at Virginia Tech, This RFP is not for any Sprinkler service were any conflict of interest would arise. Larry's wife also has no influence to this RFP.

SIGNATURE _____ Date: 11/30/2020

08/01/2020

ADDENDUM # 1 TO RFP # 0061573

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (Virginia Tech)
Procurement Department (MC 0333)
North End Center, Suite 2100
300 Turner Street NW
Blacksburg, Virginia 24061

DATE	DUE DATE AND HOUR
November 20, 2020	December 1, 2020 at 3:00 PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: John Spence, Buyer Senior
E-MAIL ADDRESS: jspenc@vt.edu TELEPHONE NUMBER (540) 231-3333
FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Inspection, Testing & Repair of Fire Alarm Systems

1. The due date and hour is now December 1 2020 at 3:00 PM.

I acknowledge that I have read and understand this addendum in its entirety.

Jeff Jackman 11/30/20

Signature Date

6. Proprietary Information

Our team understands the RFP requires the following:

VIII. PROPOSAL PREPARATION AND SUBMISSION:
B. General Requirements
2. Proposal Preparation:
d. Ownership of all data, material and documentation originated and prepared for Virginia Tech pursuant to the RFP shall belong exclusively to Virginia Tech and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other materials is submitted.

The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in rejection of the proposal.

We have provided a listing of proposal sections along with a corresponding statement regarding the harm would result from the release in the chart below. Pages containing confidential information are marked throughout our proposal with the following statement:
"TRADE SECRET."

SECTION NUMBER	SECTION TITLE	HARM THAT WOULD RESULT WITH RELEASE
	Executive Summary	The Executive Summary contains information on Johnson Controls Fire Protection's methods for providing service, personnel and Johnson Controls' customer names. The release of such information would provide a windfall of insight and access to competitors who may not have invested time and resources to develop similar processes, personnel or client leads.
2	Plan for Providing Services	The information provided in this section includes details on the specific processes and procedures Johnson Controls will use to perform Fire Alarm Systems inspection services. Johnson Controls has invested significant time and resources developing these procedures. If made available to the public, our competitors could use such information to develop similar processes and procedures without investing the same time or financial resources. This would give them an unfair advantage in the marketplace.
3	Qualifications and Experience	This section includes client data such as client names. This information is crucial to Johnson Controls' ongoing business and is literally a road map to competing with our company in future business. Business contacts are costly to develop and enable Johnson Controls to pursue business efficiently. The release of such information would provide access to competitors who may not have invested the same time and resources to develop similar leads.

SECTION NUMBER	SECTION TITLE	HARM THAT WOULD RESULT WITH RELEASE
		This section also includes personal information on our employees, including names, titles, credentials and contact information. This information could be used by competitors to recruit our staff. Our organization invests significant time and resources in cultivating the best talent in the industry. The loss of a highly qualified employee to a competitor would be a significant loss of resources to Johnson Controls.

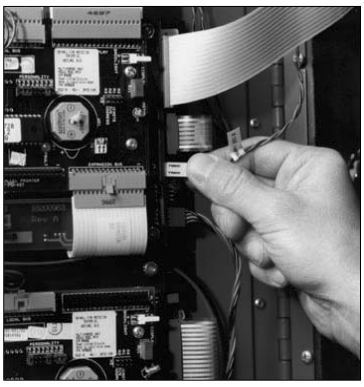
Virginia Tech

Inspection, Testing & Repair of Fire Alarm Systems Request for Proposal # 0061573

Executive Summary








Johnson Controls

- "As a life safety company, nothing is more important than protecting our employees and the customers that we serve." ***George Oliver – Chief Executive Officer Johnson Controls***

- We understand the importance of this critical Testing and Inspection contract. Our team has the required personnel, expertise, and resources to deliver a successful fire alarm service contract." ***Tracy Long, Vice President & General Manager:***

- "Johnson Controls has been providing fire alarm inspection and testing services for many decades. Our team's experience and understanding of various types of equipment and customized customer service will ensure the Virginia Tech continues to receive responsive support." ***Corey Knight, Service Sales Manager, Atlantic Coast Area***

- "Our local consulting, contracting, and service capabilities are well positioned to support a value rich partnership with the Virginia Tech System. Our team is able to provide complete life safety system solutions." ***Mark Webb, Fire Service Manager***

- "Our team provides many fully trained personnel who have extensive experience with fire alarm inspection services. Our organization will provide high quality customer service and integrity which will ensure a strong partnership with Virginia Tech" ***Jodi Skurupey, Customer Care Representative.***

Executive Summary for:
Virginia Tech
Inspection, Testing & Repair of Fire Alarm Systems
Request for Proposal # 0061573

Submitted to:
Virginia Tech
Electronic Via E-mail
procurement@vt.edu

Date:
December 1, 2020 @ 3:00 PM

Submitted by:
Johnson Controls Fire Protection LP.
88 St. John Road
Salem, VA 24153

Contact Name and Phone Number:
Name: Ms. Jodi Skurupey
Phone: 540.266.4027
Email: Jodi.1.bowyer@jci.com

Corporate Address:
Johnson Controls Fire Protection LP.
6600 Congress Ave,
Boca Raton, FL 33487

The data contained in all pages of ***Executive Summary, Section 2 & 3*** *of this proposal has been submitted in confidence and contains trade secrets and/or privileged or confidential commercial or financial information. Such data shall be used or disclosed only for evaluation purposes, provided that if a contract is awarded to Johnson Controls as a result of or in connection with the submission of this proposal, Virginia Tech shall have the right to use or disclose the data herein to the extent provided in the contract. This restriction does not restrict Virginia Tech's right to use or disclose data obtained without restriction from any source, including Johnson Controls.*

Executive Summary

Johnson Controls understands the Virginia Tech has a requirement Fire Alarm Systems Inspection & Testing and Maintenance services.

JCFP currently has a Performance Agreement (Sole Source) contract for installation and service at Virginia Tech. We perform the majority of the inspections on campus, including the past five (5) years for Fire Alarms and seven (7) years for Fire Suppression, Kitchen Hood, and Fire Extinguishers. Our main on-site technician, Mr. Mike Goad, is familiar with and has a good working relationship with Virginia Techs main contacts, Mr. Mike Moore and Mr. Gary Leedy.

Our experienced team is in place to perform all of the services listed in each RFP. Our Single Source approach offers many benefits including streamlined administrative processes and communications. Our team fully understands the RFP requirements. We realize the prime contractor for this project must:

- Support of all fire alarm systems in Virginia Tech buildings.
- Develop specific custom methodologies, plans and procedures to ensure these in-place systems are inspected, maintained and repaired properly and on schedule.
- Provide trained service technicians who will manage the project and perform critical support functions.
- Maintain impeccable records of equipment and testing.
- Maintain a sufficient stock of spare parts on hand locally to ensure continuity of service.
- Ensure highly qualified technicians are available to support all services. Technicians must be available 24 hours a day, seven days a week.

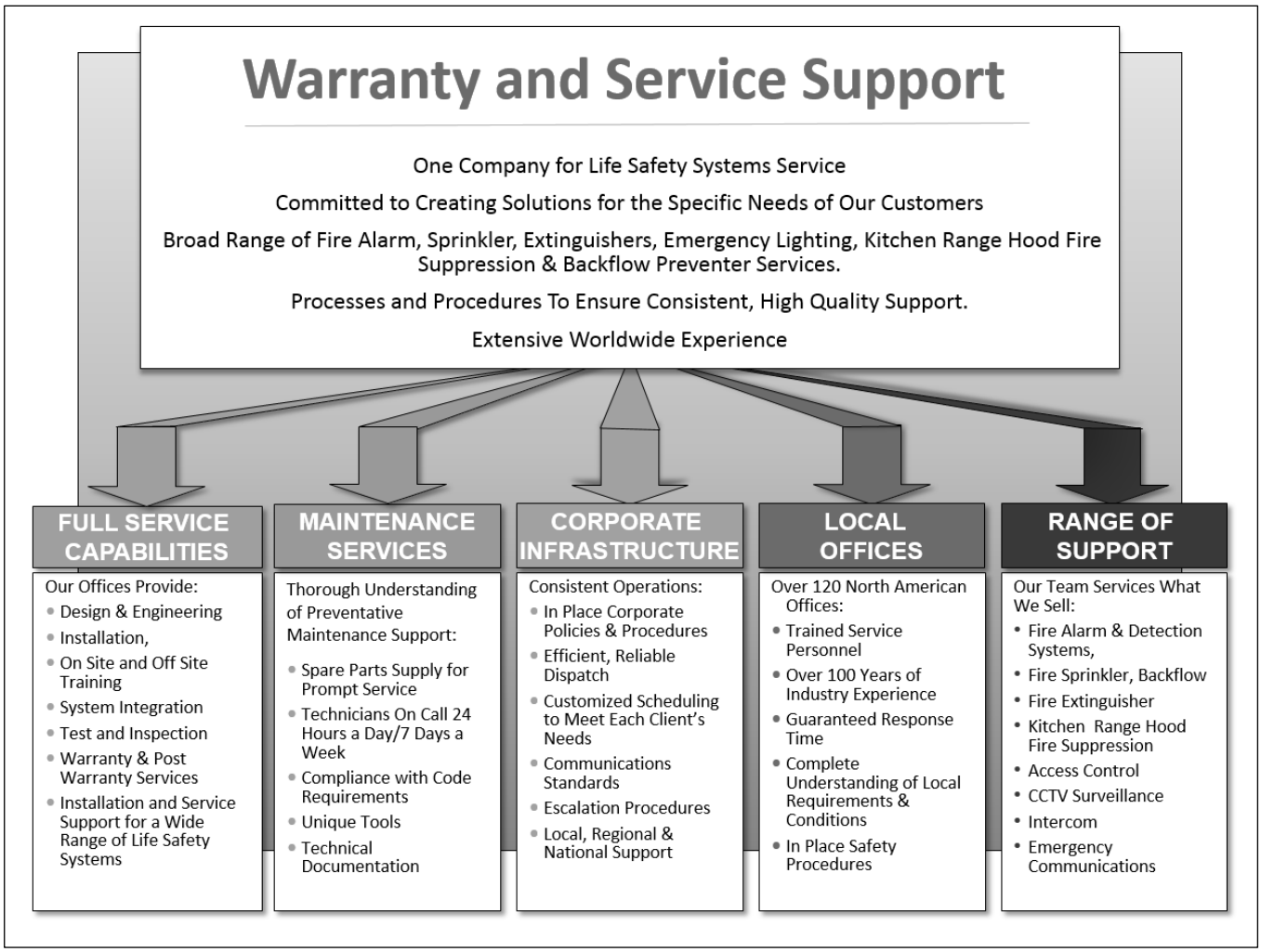
Johnson Controls is fully capable of delivering all required services. Our team will provide state-of–the-art maintenance and inspection services as the sole service provider for the entire life safety equipment systems. Our single source approach will ensure consistent support of all facilities.

The Johnson Controls Team will Support Coweta County School's Testing, Inspection and Maintenance Requirements

Our proposal describes many unique features that set us apart from other service providers. Our Roanoke, Virginia Office has the skilled personnel on staff to support both short and long term needs. Our service technician's regularly undergo comprehensive in-house training on all types of suppression systems. Our personnel use state-of-the-art test equipment to ensure high quality results. They are trained to perform related repairs in addition to inspections.

Recent Projects of Similar Size and Scope

Property managers, State and Federal agencies, and owners of many of the nation's office buildings and businesses rely on Johnson Controls for life safety and building protection system service.



Our diverse group of customers includes a variety of State, local, and Federal government clients, as well as a wealth of public and private companies. Johnson Controls' clients of similar size and scope in the Roanoke, Virginia area include:

- Reference 1 - Virginia Military Institute
- James Madison University
- Radford University
- Bridgewater College

Personnel Supporting the Project

The key Johnson Controls personnel who will support this contract are employed at Johnson Controls' Roanoke (Salem), Virginia Branch Office. Our organization has owned and operated this business for over 50 years. The office is staffed with 45 full time employees who have many years of collective experience with fire alarm systems inspection, testing, maintenance and repair. The Roanoke office staff includes the following full time positions:

- Area General Manager
- Service Manager
- Inspection Team Members
- Technical and Repair Representatives
- Sales Representatives
- Project Engineer
- Computer Aided Design Operator
- Administrative Personnel

Johnson Controls' Roanoke Office employs highly skilled employees, many of whom have degrees in engineering fields, diplomas from technical schools in electronics, and certificates gained in completing numerous Johnson Controls specialty schools. Johnson Controls training covers a wide range of technical and systems design criteria of our products. Our team's employees have many years

of collective experience supporting all aspects of Johnson Controls products.

Our local team also includes fire alarm system inspectors and technical representatives. Johnson Controls' professional services are unmatched in the industry. From our factory trained and certified technicians to our engineering services, we offer a qualified and experienced staff to deliver complete service support now and for years to come.

Overall Contract Management

- Jeff Jackman, Area General Manager
- Corey Knight, Service Sales Manager
- Mark Webb, Fire Service Manager
- Jodi Skurupey, Customer Care Representative
- Lee Miles, Inspection Manager

Fire Alarm Inspection, Testing and Service Team

- Mark Webb, Fire Alarm Service Manager
- Lee Miles, Fire Alarm Inspection Manager
- Toney Ray, Fire Alarm Service Supervisor
- Andrew Weir, Fire Alarm Inspector
- Rajae Talent, Fire Alarm Inspector
- Matt Goad, Fire Alarm Inspector
- Mike Henderson, Fire Alarm Inspector
- Mike Goad, Fire Alarm Technician
- Cody Vincil, Fire Alarm Technician
- Richard Crist, Fire Alarm Technician
- Tony Huffman, Fire Alarm Technician
- Carl Stanley, Fire Alarm Technician
- Jarred Megginson, Fire Alarm Technician

The Johnson Controls Roanoke, VA office is staffed with technical representatives (TRs). Johnson Controls professional services are unmatched in the industry. From our trained and certified technicians to our engineering services, Johnson Controls is staffed to a wide range of support.

Johnson Controls Advantages

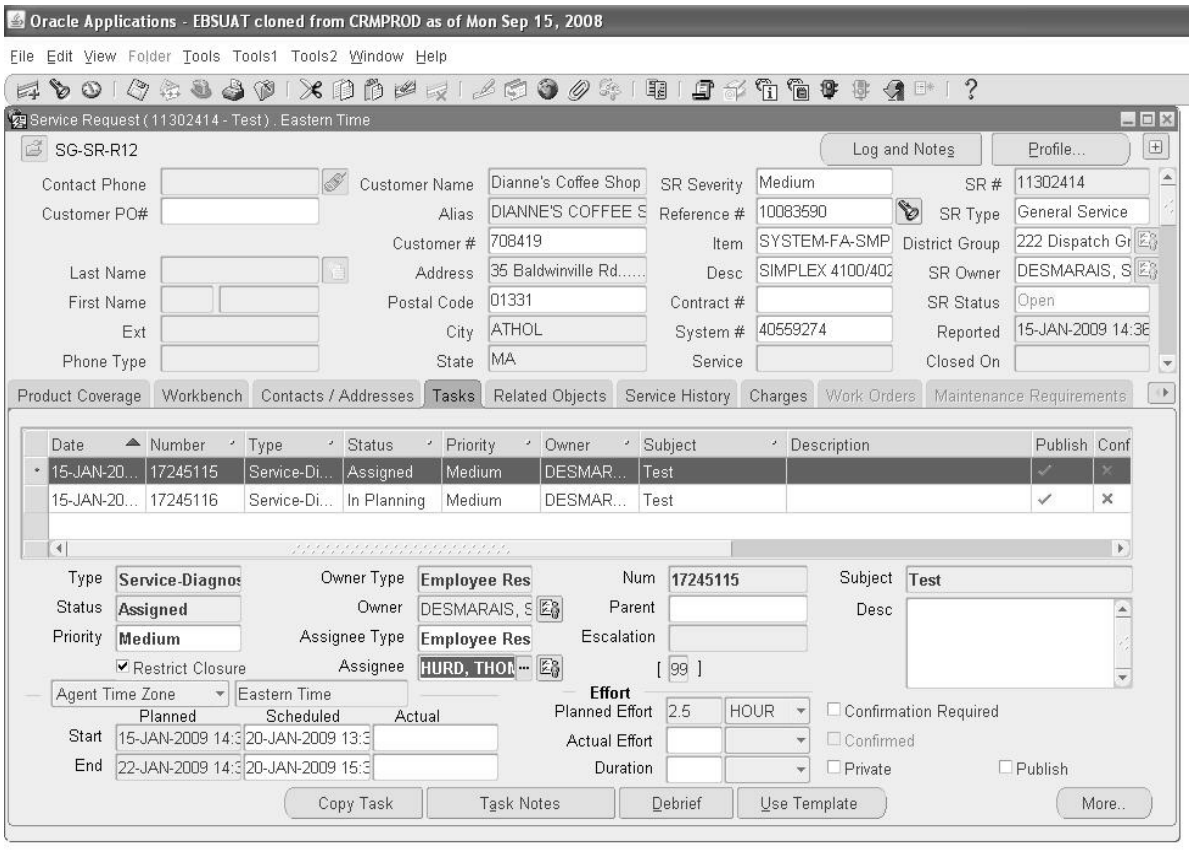
Johnson Controls' proposal contains many unique features that set us apart from other service providers. These include:

- Our Local Johnson Controls offices have the skilled personnel on staff to support all short and long term needs. Our service technicians regularly undergo comprehensive in-house training on both Johnson Controls and many non-Johnson Controls systems.
- Johnson Controls is the only life-safety solution provider that designs, installs, services, and monitors our customer's equipment. Johnson Controls also services and monitors other types of installed equipment as necessary.
- Johnson Controls employs one of the largest and best-trained service organizations in the industry, including over 8,900 trained technicians. Over 1,000 of our technicians are certified by the National Institute for Certification of Engineering Technologies (NICET). Johnson Controls' service personnel are continuously trained and have extensive experience servicing many non-Johnson Controls systems. Johnson Controls provides a complete solution regardless of manufacturer. Our technical service representatives live within close proximity to your facilities and can respond to your needs quickly.
- Johnson Controls fire alarm service includes testing and inspection support. Our trained technicians service a wide variety of items including fire alarm control panels, pull stations, smoke detectors, horns, etc. Service is performed using specialized tools and instrumentation to detect malfunctions that can't be found by visual inspection alone.
- Johnson Controls offers a world-class smoke detector maintenance program. We offer multiple levels of service including testing, cleaning, sensitivity testing, replacement and stock supply. This comprehensive approach helps keep detectors fully operational while helping to minimize false alarms.
- Johnson Controls offers a company owned central monitoring service. We are the only national UL-listed service with a total focus on commercial facilities. We monitor our customer's Fire Alarm and Security systems day and night, 365 days a year.

- Johnson Controls' comprehensive testing and inspection program is based upon NFPA Codes. Our trained specialists test and inspect life safety systems to detect potential failures before they impact. Our customers remain in compliance with insurance and fire codes while receiving thorough documentation for their records. Many clients save money by combining both fire alarm and sprinkler system service.
- Johnson Controls Offers a Wide Range of On-site as Well as Off-site Training Support. Johnson Controls is unique in the industry because we offer custom training courses. Because our company designs, manufactures and integrates our system's hardware and software, we know and can emphasize product nuances to help users become skilled and efficient.
- Johnson Controls Accepts Electronic Payment. Many of our Government Customers are paying for our Services Electronically.

Inspection Methodology

Johnson Controls will use our Achieving Customer Excellence (ACE) system to schedule inspections in advance to minimize disruption to airport patrons and staff and airline operations. The Roanoke, VA office maintains an electronic customer file of each this data by customer, on its server. The electronic file includes electronic copies of all testing and inspection reports, relevant client data, and client correspondence. Johnson Controls updates sprinkler system components, including device counts, manufacturer, model numbers, and equipment locations, during each inspection. Prior to performing inspections and repair at each facility, the inspector and/or service technician will review an electronic copy of each respective customer's



ACE Improves Provides Detailed Customer Information and the Ability to Easily Schedule Inspections and Respond to Service Requests.

file to ensure the proper parts, equipment and procedures are being followed.

Inspection Reports

At the conclusion of each inspection, Johnson Controls will provide Virginia Tech's designated personnel with a report detailing findings, recommended repairs and deficiencies with the approximate cost to repair. A final report will be completed in the district and forwarded to Virginia Tech after inspection. Reports are available in hard copy and electronic copy via email or on CD. Inspection reports can be provided in Microsoft Excel, Word or Adobe PDF format. The Johnson Controls standard Inspection/maintenance form used on all Fire Suppression describes the work performed. Each report lists the client name, building name, building number, System manufacturer, model number and date of inspection. Space is provided for detailed comments concerning the Inspection. This form is discussed in detail with the owner or manager, and all deficiencies are repaired at that time of inspection if possible.

Fire Alarm and Detection System Inspection and Service

We realize a high-quality annual cleaning and testing of each fire alarm system will reduce the chance of nuisance alarms:

- Avoids unnecessary facility evacuations.
- Maintains employee productivity by avoiding operational disruptions. Depending on the setting, nuisance alarms can result in thousands if not millions or dollars in lost business.
- Helps our customers avoid charges by municipal fire departments often incurred from responding to false alarms.
- Over time, repeated nuisance alarms can result in building occupants ignoring all alarms – a development that can have tragic consequences.

Our team truly understands the value of fire alarm system preventative maintenance and testing. Johnson Controls realizes a customer specific approach to preventative maintenance and testing will keep each facility compliant with all of the following:

- Conformance to the requirements of local codes, by-laws and regulations, and the requirements of authorities having jurisdiction.
- Conformance to the requirements of the National Building Code, the National Fire Code, and current addition as adopted by local authorities, related sections and referenced codes.

Johnson Controls fire alarm service includes testing and inspection support. Johnson Controls will perform fire alarm system testing in accordance with current applicable Codes. All fire alarm system detectors will be tested using only manufacturer approved methods and instruments. Standard signals will be utilized for acceptance tests.

Johnson Controls is able to provide the following yearly testing schedule. This approach meets current state statues, NFPA 72 standards.

1. One 100 percent Functional Test and Inspection of all manual pull stations.
2. One 100 percent Functional Test and Inspection of all accessible ceiling and duct smoke detectors.
3. 50 percent of the smoke detectors will be tested for sensitivity using approved methods or calibrated test instruments (100 percent of all accessible ceiling and duct detectors will be tested for sensitivity every two years).
4. One 100 percent Functional Test and Inspections of all indicating audio and visual appliances.
5. One 100 percent Functional Test and Inspection of restorable heat detectors and 20 percent static testing on non restorable heat detectors.
6. One 100 percent Functional Test and Inspection of all door holder/closer devices.
7. One 100 percent Functional Test and Inspection of all gate valve and PIV switches (static testing only, water will not be flowed).
8. One 100 percent Functional Test and Inspection of waterflow and pressure switches. (static testing only, water will not be flowed).
9. One 100 percent Functional Test and Inspections of all control panel components. Services will include but will not be limited to testing and confirming that all control, auxiliary, supervisory and remote signaling functions are operational and meet manufacturer's design requirements.

Johnson Controls

Access to Worldwide Resources and Technology

One-Stop Turnkey Support with Value Capabilities for Fire Sprinkler, Emergency and Exit Lights, Fire Extinguisher, and Fire Alarm & Detection Systems

Trained Technicians.

Extensive Experience With Similar Projects

	Offerings	Benefits	Best Value
Sprinkler Service	• Manufacturer's Procedures for o Testing o Inspection o Maintenance o Repair • Local Office Resources • Trained, Certified Technicians	• Compliance with Applicable Facility and Safety Codes. • Quick Maintenance Turnaround. • Availability of Spare Parts and Fittings	• Assured Functionality/Operation of Sprinkler Systems • Non-Interruption of Facility Business • One-Stop-Shop for Sprinkler System • Inspection, Testing, and Service
E-Light Service	• 30-Day and Annual Testing of 100% of Emergency Lights • Eight Point Analysis of All Units • Quality Assurance Plan • Manufacturer's Procedures for Testing, Inspection, Maintenance and Repair	• Functionality of Emergency Lights in Power Outage Situations • Clean Units • Working Battery Units • Quality Checks and Measures	• Reduced Risk of Injury to Building Occupants • Extended Unit Life • Documentation of Work Performance and Service Detail
Fire Alarm Service	• Simplex® Brand Fire Alarm Equipment and Systems • NICET-Certified On-Site Technicians Extensive Experience in Similar Settings • Thorough Knowledge of NFPA Fire Alarm Codes and Standards	• Assurance of Full System Operation • System Availability If/When Needed • System Will Perform As Specified • Minimal Disruption to Personnel and Processes • Measurable Process to Code Standards	• Reduction of Costs Associated with System Errors or Failures • Minimization of Repeat Errors • Compliance with Applicable • Safety Codes • Turnkey Support of All Types of • Systems • Back-up Personnel Available
Extinguisher Service	• Manufacturer's Procedures for Testing, Inspection, Maintenance and Repair • Local Office Resources for Recharging and Repair • Thorough Knowledge of All Types of Fire Extinguishers From Multiple Manufacturers	• Compliance with Applicable Facility and Safety Codes • Quick Maintenance Turnaround • Availability of Spares, Exchanges and Upgrades • 6 Year and 12 Year Hydrostatic Tests • Backup Personnel Available	• Assured Functionality/Operation of Extinguishers • Accurate & Timely Reporting / • Documentation Support • On Site Service and Support • Recharging Capabilities

10. Two 100 percent visual inspections as per NFPA 72.
11. All smoke detectors will be tested using only approved methods and instruments. No unapproved "canned" smoke or cigarette smoke will be used. These approaches could damage the smoke detector and is not recommended by most manufacturers.
12. All testing of initiating devices and indicating appliances will be tested in a manner recognized by the manufacturer and governing authorities.
13. All control components will be tested to ensure they have correct voltages during alarm and trouble conditions.
14. Ten percent of the devices in each initiating and signaling zone will be disconnected to determine proper supervision of wiring. This test will not be performed at the panel.
15. Complete Documentation of the results of all Tests and Inspections will be provided via computer printout at the time of each inspection. Johnson Controls will then provide a complete printed report for Fire Alarm System Log books. Documentation will be provided on an individual device and point format. Discrepancies found will be listed on this documentation.

Johnson Controls' Technicians Are Trained on all Leading Brands of Fire Alarm Equipment.

Johnson Controls Corporate Resources

Johnson Controls' commitment to providing high quality life safety solutions runs as deep as our resources. As part of the Johnson Controls family, Johnson Controls has unique ties to a wide range of brands such as Simplex fire alarm systems, Ansul fire suppression and Grinnell fire sprinkler products. Consequently, the Johnson Controls team has factory direct access to these brands.

We work closely with each brand's research and development personnel, business planning personnel, product development personnel, engineers and designers etc. Our organization also has direct access to up-to-date technical services.

Multi-Vendor Support

Johnson Controls provides a complete solution regardless of manufacturer. Johnson Controls is the manufacturer and sole distributor of Simplex-brand fire alarm equipment. Our technicians have immediate access to programs and firmware necessary to maintain Simplex fire alarm systems. Our technicians have also been trained to conduct test, inspection, and maintenance on competitive panels through the LMS (Learning Management System). Additionally, Johnson Controls maintains an internal Non-Simplex Fire Alarm Support Manual and Intranet site support for our district offices.

Department of Homeland Security Safety ACT

Johnson Controls passed the rigorous review of the U.S. Department of Homeland Security to earn certification for our security, fire and life-safety systems integration services under the SAFETY Act (Support Anti-Terrorism by Fostering Effective Technologies).

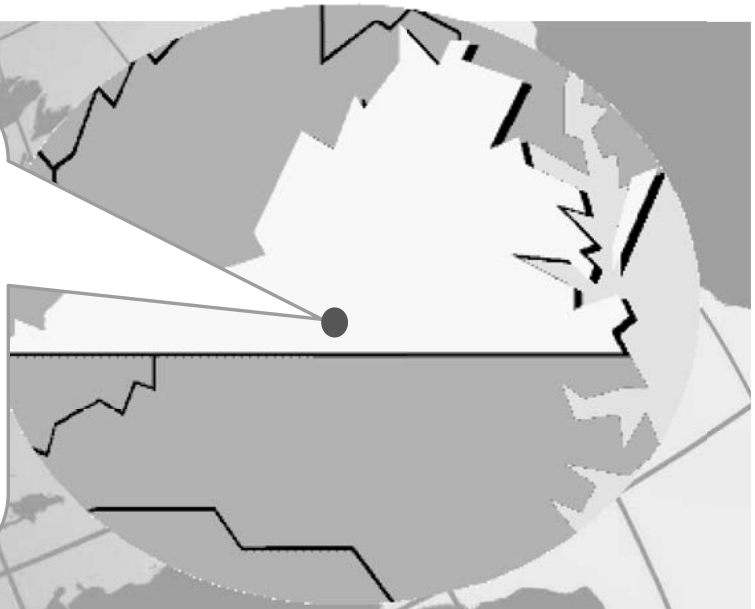
Johnson Controls

Capabilities

- BUILDING AUTOMATION SYSTEMS
- CONTROLS
- HVAC EQUIPMENT
- AIR SYSTEMS
- SECURITY
- FIRE & HAZARD PROTECTION
- BUILDING SERVICES & PARTS
- LIGHTING, CONTROL & RETROFIT
- OPERATIONAL INTELLIGENCE & LOSS PREVENTION
- ENERGY STORAGE
- RETAIL SOLUTIONS
- BUILDING WIDE SYSTEMS INTEGRATION

JCFP Roanoke Office:

Johnson Controls
88 Saint Johns Road
Salem, VA 24153



Johnson Controls Virginia Offices Have:

- *Experienced Employees*
- *Trained Technicians*
- *On-Staff Engineering Personnel*
- *Experienced Design/Build Team*
- *On-Site & Off-Site System Training*
- *Warranty & Post Warranty Support*










Our District Office Personnel Offer Extensive Experience and Knowledge To Deliver a Range of Products & Services.

Certificate of Conformance

This will certify that, on this date,
the United States Department of Homeland Security granted to
Johnson Controls Fire Protection LP
A Delaware limited partnership,
a Certification for its
Security , Fire and Life Safety Systems Integration Services
as an 'Approved Product for Homeland Security' under the
Support Anti-terrorism by Fostering Effective Technologies Act of 2002 (the SAFETY Act).

5/23/19

André L. Hentz
Deputy Under Secretary (Acting) for Science and Technology

Date

Safety Act Certification Differentiates Us From the Competition

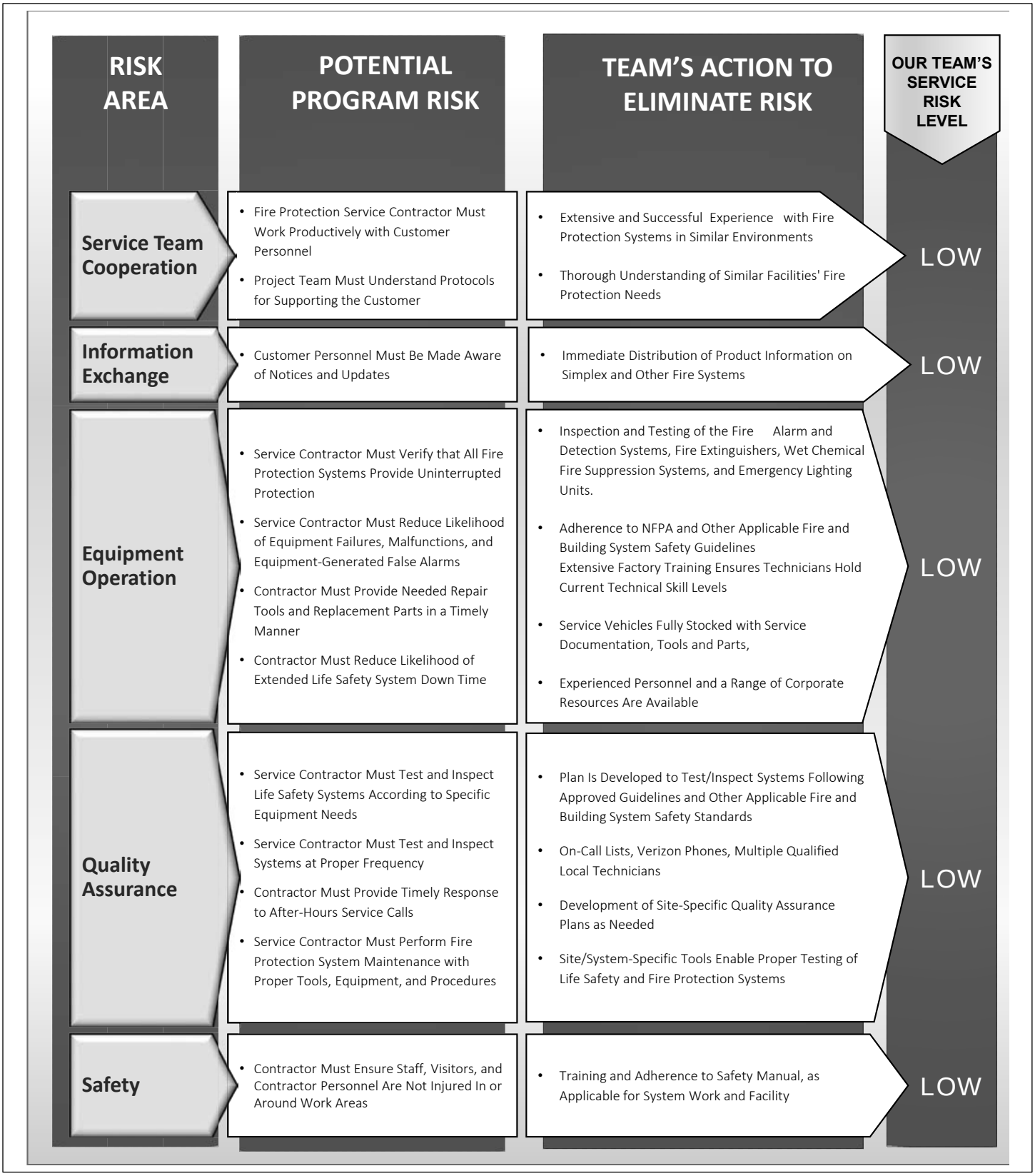
It provides incentives for companies to develop and deploy anti-terrorism technologies without fear of excessive liability in the event of a terrorist attack on U.S. soil. The Act creates certain liability limitations for "claims arising out of, relating to, or resulting from an act of terrorism" where qualified anti-terrorism technologies or services have been employed. In effect, providers that have their technologies and services certified under the Act, such as Johnson Controls, can receive significant liability protection against third-party claims that may arise out of an act of homeland terrorism.

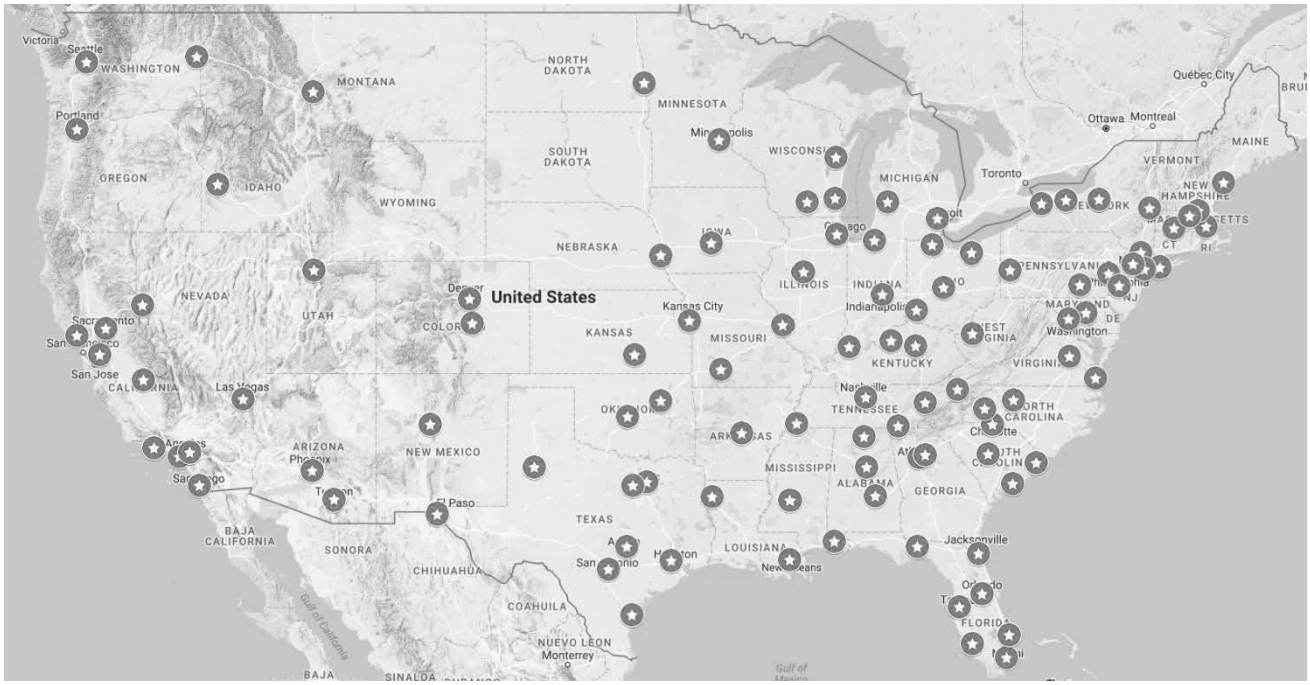
Johnson Controls Overview

Johnson Controls is a leading provider of fire protection and life safety systems and services. Johnson Controls is a world-class organization that combines the strength, heritage and excellence of two longtime industry leaders – Simplex Time Recorder and Grinnell Fire Protection.

Simplex was founded in 1894 by the inventor of the first practical time clock and was operated as a privately held company for more than a century. Grinnell was established in 1850, and its capabilities grew to encompass design, engineering, manufacturing and installation, as well as system integration, maintenance and inspection services.

Simplex and Grinnell were widely respected for their technology, their expertise, their service organizations, and their ability to deliver at the local level. Now all of those resources and competencies are available from one unified organization. Johnson Controls offers customers an unprecedented array of best-in-class fire





Johnson Controls Fire Protection Owns & Operates Offices Throughout North America

protection systems and services that protect people and property and improve workforce management.

Johnson Controls leverages the world-class products and services of our affiliates, such as Ansul, Master Protection/FireMaster, Scott, and Tyco Security Products. Capitalizing on the high quality offerings of these companies, we are capable of providing best-in-class fire protection to virtually any industry.

Serving a geographic area that covers all of North America, Johnson Controls is committed to being a single-source provider that delivers unequaled customer service. Johnson Controls features a number of distinguishing competencies:

- Highly reliable, technologically advanced fire, life safety, integrated security, communications and workforce management systems and services.
- A network of company-owned district offices that spans all of North America and enables Johnson Controls to deliver high-quality systems and services at the local level.
- A services organization staffed by more than 8,900 technicians, installers and other professionals. Through this organization, Johnson Controls provides 24/7 emergency service and brings customers unrivaled knowledge and expertise in designing, engineering, installing, testing, inspecting, maintaining, servicing and supporting fire detection, fire suppression and other life safety systems.

The formation of Johnson Controls followed the January 2001 acquisition of Simplex by Tyco International Ltd., a diversified manufacturing and service company that is the parent company of Johnson Controls. Operating with over 11,000 employees, Johnson Controls can protect virtually any building – from schools, universities, hospitals, malls and restaurants to airports, sports stadiums, apartment complexes, movie theaters and industrial, commercial and government facilities.

Last year Johnson Controls served more than one million customers. Service revenue constituted approximately 54 percent, which is a combination of approximately 24 percent in recurring and scheduled maintenance, and 30 percent in time and materials service calls.

Systems Installation constitutes about 46 percent of Johnson Controls' revenue, consisting of ~19 percent

upgrades/retrofits and ~27 percent is new-construction-related installations.

The combination of Johnson Controls and Tyco brings together the complementary strengths of two great companies – Tyco's world-class fire, security, life safety and services business with Johnson Controls' building products, technology, integrated solutions and energy storage. This merger brings together best-in-class technologies, products, installation and service capabilities across building management, fire, security, sensors/controls, HVAC, industrial refrigeration and energy storage solutions

We truly are combining the best of two great companies, to create the global leader in building products and technology, integrated solutions and energy storage. The new Johnson Controls paints an impressive picture, with 130+ years of innovation and over four million customers.

Johnson Controls Values:

- INTEGRITY FIRST: We promise honesty and transparency. We uphold the highest standards of integrity and honor the commitments we make.
- PURPOSE LED: We believe in doing well by doing good and hold ourselves accountable to make the world a better place through the solutions we provide, our engagement in society, the way we do business, and our commitment to protect people and the environment.
- CUSTOMER DRIVEN: We win when our customers win. Our long-term strategic relationships provide unique insights and the ability to deliver exceptional customer experiences and solutions.
- FUTURE FOCUSED: Our culture of innovation and continuous improvement drives us to solve today's challenges while constantly asking 'what's next'.
- ONE TEAM: We are one team, dedicated to working collaboratively together to create the purposeful solutions that propel the world forward.

The Johnson Controls Mission Statement:
"Continually exceed our customers' increasing expectations."

Johnson Controls is a Leader in the Life Safety and Security Marketplace.

The future is being built today, and Johnson Controls International Plc. is making that future more productive, more secure and more sustainable. We create intelligent buildings, efficient energy solutions, integrated infrastructure and next generation transportation systems that work seamlessly together to deliver on the promise of smart cities and communities. At our core, is the promise to deliver innovation that make people's lives – and the world – better.

Johnson Controls is a global diversified technology and multi industrial leader serving a wide range of customers. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Johnson is committed to helping our customers win and creating greater value for all of our stakeholders through strategic focus on buildings and energy growth platforms.

Look At How We Stack Up Against The Competition.

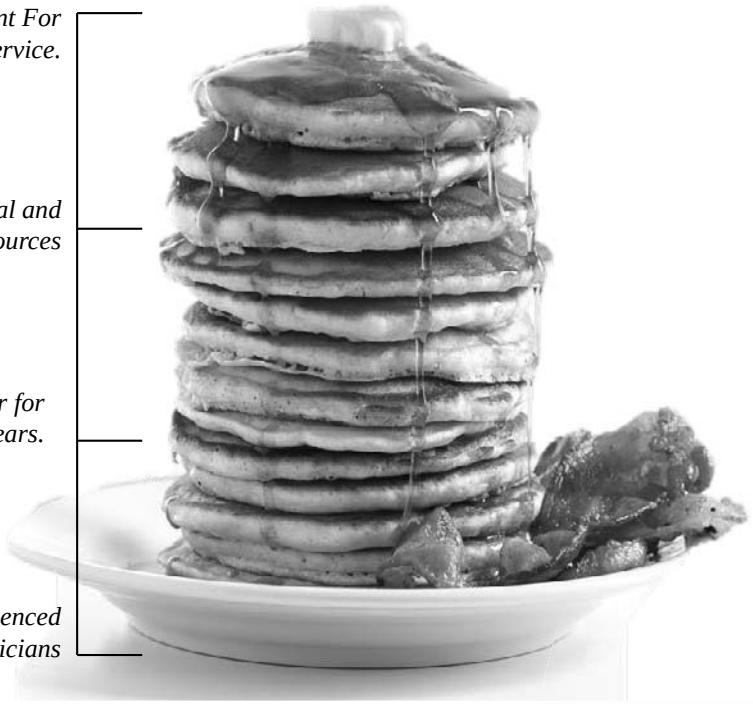
Johnson Controls

Long Term Commitment For Ongoing Service.

Access to Local and Corporate Resources

Industry Leader for the Past 150 Years.

Trained, Experienced Technicians



Competition

Johnson Controls is Experienced, Financially Sound And Works Hard To Ensure Our Personnel Are Committed To Deliver The Right Solutions

WORLDWIDE VISITOR CENTER

The Worldwide Visitor Center at the Fire Detection Technology Center in Westminster, Massachusetts is a new, state-of-the-art facility with extensive product demonstration capabilities.

Potential customers can experience firsthand our Simplex®-branded Fire Detection and Alarm Systems, Simplex Time Systems, Zettler and EZ Care Nurse Call products, and our full range of Sound and Communications solutions. Demonstrations are arranged according to customer needs and may be tailored to meet your specific interests. Each visit can also include tours of Training and Development classrooms, R&D labs, and Fire Alarm Support Services. Visits can also include project reviews and business discussions for existing and future customer needs.

Johnson Controls Advantages:

- Industry Leader In Fire Alarm for the Past 40 Years.
- Long Term Commitment For Ongoing Support.
- We Service More Than 2 Million Clients Annually. We Have the Experienced Personnel & Equipment To Provide Full Service Support.
- Unique Technology Including Global Positioning System Implementation and Electronic Reporting Systems.
- Thorough Understanding of All Major Fire Alarm System Brands.
- Uniform Standards for Ensuring Compliance with State, NFPA, and OSHA Codes.
- Our Organization is the Only Life-Safety Solution Provider That Manufactures, Designs, Installs, Services, & Monitors Our Customer's Equipment.

88 St. John Road
Salem, VA 24153
JohnsonControls.com

Johnson Controls

Virginia Tech Contract proposal Questions:

Reviewed on Zoom Call of 2/8/21

1. In Regards to proposed Option 2:
    1. Please define full service as offered in option2:
        a. Previous provided details on Full Service Option provided
    2. Are obsolete parts included? (see answer under #3)
    3. How will obsolete parts be dealt with?
        a. Obsolete Field Devices (e. Smoke Detectors, Notification Devices) will be replaced under this Full Service Option with the upgraded device if the original version of the device is not available.
        b. JCI has notified Virginia Tech of 20 Fire Alarm Panels currently functioning on Campus that are obsolete. (See attached list). JCI has surplus materials for these panels warehoused or in our Field Technician's truck inventory. JCI will make all efforts to repair these panels with JCI Inventory as well as Virginia Tech Surplus Inventory. If we are not able to repair, the Obsolete Fire Panel will have to be upgraded. This Upgrade would not be included in Full Service Option.
    4. Will parts be kept on campus under option 2?
        a. We maintain a warehouse inventory in our Salem VA office. Additionally, our Field Technician carry Truck Inventory on commonly used materials to maintain our field service requirements.
    5. Who and how will technicians be assigned for the increased work load?
        a. We currently perform higher level service requirements at Virginia Tech, however we equip our Fire Alarm Inspectors at a higher capacity to repair Deficiencies as they are found during the Inspection. We also have additional Field Technicians available locally to assist with any increase in service requirements.
    6. Will response times for repairs be different under option 2?
        a. Response times will at least the same under this option, however our goal is to improve on the standard times as we will attempt repairs of the deficiencies as they are found. These repairs will be done following any requirements.
    7. How will regular repairs be dealt with in regards to work flow?
        a. If regular repairs are required we request Virginia Tech open up a Service Request by calling our Service Line which is available 24/7/364. JCI will follow normal protocols to complete the requested repairs in a timely manner.
    8. Will after hours calls be different and how?
        a. Under the Full Service Option, labor is included if the work is performed 8-5, M-F. Labor performed afterhours, weekends and holidays will be billable at the contract overtime labor rates. Any materials required for the repairs that fall under the contract guidelines will not be billed to Virginia Tech.
    9. Do you propose to handle bed shakers in the residence halls?
        a. We will handle the Inspection of the bed shaker at no additional cost, however we will need the count and locations to properly document the Inspection. JCI can also provide for full service coverage for these devices provided we are given the counts and the details of the Shakers in order for us to price to Virginia Tech.

10. Do you test stair pressurization fans along with the alarms?
    a. We do test and document the functionally of the fans during our Fire Alarm Inspections. We do not test for the "balancing" of the fans within the stairways.
11. Do you test for area of rescue?
    a. We do test and document the Area of Rescue during our Inspections as requested by Virginia Tech.
12. How is the option's pricing affected if some groups are interested and others are not?
    a. JCI would prefer the entire campus be under the same Service Option, however we would be glad to offer to the groups that are interested. Our goal in offering the option was to reduce administration/paperwork for both parties and provide an easier means of doing business with JCI. With that, we will accommodate this option to fill Virginia Techs needs. Additionally, this option will be available during the contact period for groups that do not initially accept.

Virginia Tech - Fire Panel Status

Node #	Loop	Building	Status
3	1	PAYNE HALL	Obsolete Panel
6	1	TENNIS PAVILLION	Obsolete Panel
22	1	OWENS DINING	Obsolete Panel
23	1	CEC DONALDSON-BROWN	Obsolete Panel
31	1	MATH EMPORIUM	Obsolete Panel
40	2	MERRYMAN CENTER	Obsolete Panel
41	2	RESIDENCE HALL EAST	Obsolete Panel
42	2	PEDDREW YATES	Obsolete Panel
46	2	LEE HALL	Obsolete Panel
47	2	HARPER HALL	Obsolete Panel
48	2	MC'COMAS HALL	Obsolete Panel
52	2	COCHRANE/W.E.M.	Obsolete Panel
54	2	ARMORY	Obsolete Panel
60	2	SPH PHASE 2	Obsolete Panel
61	2	VPI SPH BLDG. K L	Obsolete Panel
62	2	VPI SPH BLDG. M N	Obsolete Panel
63	2	VPI SPH BLDG. O P	Obsolete Panel
64	2	VPI SPH BLDG. Q R	Obsolete Panel
71	2	SOUTHGATE	Obsolete Panel
72	2	SQUIRES	Obsolete Panel

Negotiation Questions for Vendors

1. As part of Virginia Tech standard procedures, all awarded contracts will be publicly posted on an online contracts portal. Is there any information included that would be used to identify or harm a person's identity, finances or personal information? If so, please provide a redacted copy of your proposal. It is approved to post publicly

2. Are there any additional financial or value-added incentives you would like to offer at this time? All value-added incentives available have been provided in our proposals.

3. Are there any additional forms or documents that you will require to be incorporated into the contract documents? If so, please submit. No

4. Do you agree that you will be performing services as an Independent Contractor, Company, Corporation or other business entity and are not an employee of Virginia Tech or any other Commonwealth Entity? We are an Independent Contractor

5. Do you further agree that Virginia Tech will not withhold any income taxes from its payments to contractors nor will it provide any employment benefits to the contractor or contractor's employees? Yes we agree

6. End of Contract Service Transition Expectations**:** If or when a transition of service to another provider is required (end of contract life or otherwise), the university would require the incumbent firm to cooperative fully in a successful transition of services. Explain any requirements your firm might have in preparing for such a transition of services. Additionally, please indicate your willingness to establish a transition plan alongside the new provider of service which may include but not be limited to sharing important data and/or existing service information via a cooperative knowledge transfer process. All non-proprietary information, such as Inspection Reports, are and can be provided to another provider via Virginia Tech

7. Do you agree that the initial contract period shall be two years? Yes

8. Upon completion of the initial contract period, does Johnson Controls agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for four (4) two year periods, under the terms of the current contact? Yes

9. If awarded a contract, do you agree to limit price increases to no more than the increase in the Consumer Price Index, CPI-W, All Items category for the latest twelve (12) months for which statistics are available at the time of renewal or 3 percent, whichever is less? Yes

10. If awarded a contract, are you willing to hold prices firm for the initial contract period? Yes

11. Will Johnson Controls agree to participate in the Wells One AP Control Payment System? Currently, we are not a participant in the Wells One AP Control Payment System but we do agree to participate if this is a requirement of Virginia Tech

12. Please describe your quickest turn-around time if emergency services are needed. JCI has always been able to maintain a quick turn-around time for emergency services of 2 hours. We have local Technical staff in Blacksburg and in the Roanoke Valley available to perform Emergency Services 24/7/364

13. Are you willing to contact departments to address service issues? Yes

14. Will you be able to handle increased volumes of business and/or provide service to additional locations during the course of the contract? We are ready to handle additional services proposed in the contract.

15. Do you agree that service for this contract shall begin July 1st, 2021? Yes

16. Are you registered with and willing to participate in the eVA internet procurement solution described in the terms and conditions of the RFP? We are a participant in the eVA Procurement System.

17. Do you acknowledge, agree and understand that Virginia Tech cannot guarantee a minimum amount of business if a contract is awarded to your company? We agree and understand

18. Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees? Yes

19. Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP # 0061573 shall govern the contract if a contract is awarded to your company? Yes we agree and understand

20. For purposes of interacting with HokieMart, please identify the person (name, phone number, email address, etc.) in your company that will serve as liaison for a) e-commerce, b) accounts receivable, c) emergency orders. JCI will need additional information regarding the processes of HokieMart before we select a point of contact.

Procurement
300 Turner Street NW
North End Center, Ste 2100
Blacksburg, Virginia 24061
P: (540) 231-6221 F: (540) 231-9628
www.procurement.vt.edu

May 27, 2025

Johnson Controls Fire Protection LP
88 Saint Johns Place Rd
Salem, VA 24153

Subject: Contract Renewal Letter

Virginia Tech Contract #:	VTS-1543-2021
Commodity/Service:	Inspection, Testing & Repair of Fire Alarm Systems
Renewal Period:	6/1/25 - 5/31/27
Renewal #:	(2 of 4) two-year renewals

In accordance with the renewal provision of the original contract, the university would like to renew the contract for an additional term. Please advise concerning your intention by signing in the appropriate space below. A signed copy of this letter should be received in Procurement ASAP.

If allowed by the contract, price adjustments must be requested at the time of renewal in accordance with the contract documents. Price adjustments are not automatic or retroactive and are only implemented upon request by the vendor at the time of renewal.

In addition, review the attached form which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential this information be accurate for payments to be processed in a timely manner.

Virginia Tech recommends that our vendors utilize the Wells One AP Control Payment System for payment of all invoices and strongly encourages all vendors under contract with the university to participate in this program. If your firm is not enrolled in the program, refer to our website: http://www.procurement.vt.edu/Vendor/WellsOne.html or contact me directly for more information.

Sincerely,

Kim Widrig
Senior Buyer
(540) 231-8543

Johnson Controls Fire Protection LP **agrees** to renew the contract under the terms and conditions of the subject contract.

Authorized Signature: _____ Date: 5-28-2025

Name: James E. Debevec (please print) Title: Market General Manager

We currently participate in the Wells One Program: _____

We would like to participate in the Wells One Program: _____

Approved: DocuSigned by: Reed Nagel 5EF51DA320E04BD...
Reed Nagel
Director of Procurement

Date: 6/3/2025

Building Name	Customer Group	Ship-To ACE Cust # *REQUIRED*	Contract#	FACP Panel Type/Model	Inspection Month	Plan name	FY 25 Building Amount	Changes for FY26	Price for FY26
AGNEW	E&G	1821834	4541898	SIMPLEX 4100ES	August/April	Essential Coverage	$370.39		$380.76
AQUACULTURE LAB	E&G	4386918	80994506	SIMPLEX 4100ES	October	Essential Coverage	$635.00		$652.78
AIRPORT TRANSP SERV-HANGER	E&G	2674443	80830101	SIMPLEX 4100ES	April	Essential Coverage	$280.16		$288.00
AQUATICS AND FISHERIES	E&G	1612933	74578784	SIMPLEX 4100U	August	Essential Coverage	$106.83		$109.82
ARMORY	E&G	2097759	13416367	SIMPLEX 4020	September/March	Essential Coverage	$27.21		$27.97
ARCHITECTURE ANNEX	E&G	2097753	13415838	SIMPLEX 4100ES	August	Essential Coverage	$772.50		$794.13
STEGAR (BIOINFORMATICS)	E&G	654709	4542186	SIMPLEX 4100ES	October/March	Essential Coverage	$2,461.70		$2,530.63
BISHOP-FAVRAO	E&G	1620902	4542567	SIMPLEX 4100ES	August/April	Essential Coverage	$303.85		$312.36
BLACK BOX THEATER	E&G	4383621	13416788	SIMPLEX 4100U	January	Essential Coverage	$736.74		$757.37
BURCHARD	E&G	2097768	13435123	SIMPLEX 4100ES	September/March	Essential Coverage	$855.67		$879.63
BURRUSS HALL	E&G	4362590	4542666	SIMPLEX 4100ES	November/March	Essential Coverage	$3,455.94		$3,552.70
BROOKS CENTER	E&G	4387122	**NEW**	SIMPLEX 4100ES	September	Essential Coverage		**NEW**	$1,925.00
CHEATHAM	E&G	655064	4542953	SIMPLEX 4100ES	December/March	Essential Coverage	$1,172.64		$1,205.48
CHEM/PHYSICS (HAHN NORTH)	E&G	531324	4543041	SIMPLEX 4100ES	July/March	Essential Coverage	$1,430.66		$1,470.72
CHILLER BUILDING	E&G	2106967	74584575	SIMPLEX 4100ES	April	Essential Coverage	$596.65		$613.35
CORP LEADERSHIP AND MILITARY	E&G	4659327	80994508	SIMPLEX 4100ES	November	Essential Coverage	$8,200.00		$8,429.60
DAVIDSON	E&G	2097771	49100065	SIMPLEX 4100ES	June	Essential Coverage	$1,592.41		$1,637.00
DATA AND DECISIONS	E&G	4641515	80994505	SIMPLEX 4100ES	October	Essential Coverage	$4,925.00		$5,062.90
DERRING	E&G	693857	4543341	SIMPLEX 4100ES	November/April	Essential Coverage	$3,376.82		$3,471.38
DRONE PARK	E&G	4343851	80898861	SIMPLEX 4100ES	September	Essential Coverage	$83.15		$85.48
DURHAM	E&G	432221	4543535	SIMPLEX 4100ES	September/March	Essential Coverage	$2,771.61		$2,849.21
EAST HENDERSON	E&G	1826136	4543631	SIMPLEX 4100U	January	Essential Coverage	$264.57		$271.97
ECOSYSTEMS LAB	E&G	2097774	13435334	SIMPLEX 4100ES	November	Essential Coverage	$48.38		$49.73
ENGEL	E&G	432248	4544112	SIMPLEX 4100ES	July/March	Essential Coverage	$219.21		$225.35
EQUINE BARN	E&G	4487082	80994518	SIMPLEX 4100ES	September	Essential Coverage	$738.33		$759.00
ETGEN Learning Center	E&G	4705644	**NEW**	SIMPLEX 4100ES	October	Essential Coverage		**NEW**	$431.76
FIBER OPTICS (ECE Energy)	E&G	391546	4544304	SIMPLEX 4100ES	July	Essential Coverage	$233.81		$240.36
FOOD SCIENCE	E&G	2268142	54531280	SIMPLEX 4100ES	January	Essential Coverage	$1,541.52		$1,584.68
FRALIN	E&G	356162	4544399	SIMPLEX 4100ES	July/December	Essential Coverage	$938.82		$965.11
GEOTECH FACILITY	E&G	648286	4544494	SIMPLEX 4100U	February	Essential Coverage	$156.72		$161.11
GOODWIN	E&G	2084246	57846775	SIMPLEX 4100ES	May	Essential Coverage	$3,159.63		$3,248.10
GROUNDS BUILDING	E&G	2097777	13435440	SIMPLEX 4100ES	May	Essential Coverage	$471.68		$484.89
HABBI	E&G	2100449	49100310	SIMPLEX 4100ES	May	Essential Coverage	$2,289.35		$2,353.45
HAHN/ROBESON	E&G	432378	13435653	SIMPLEX 4100ES	August/February	Essential Coverage	$2,017.73		$2,074.23
HAMPTON ROADS AREC	E&G	284603	4544590	SIMPLEX 4010	January	Essential Coverage	$574.99		$591.09
HANCOCK	E&G	2097780	13435857	SIMPLEX 4100ES	August/February	Essential Coverage	$803.26		$825.75
HITT HALL	E&G	4704977	**NEW**	SIMPLEX 4100ES	April	Essential Coverage		**NEW**	$3,074.58
HOLDEN HALL	E&G	432282	80959121	SIMPLEX 4100ES	February	Essential Coverage	$5,198.41		$5,343.97
ICTAS 2	E&G	2097787	13436066	SIMPLEX 4100ES	October/March	Essential Coverage	$931.25		$957.33
ISCE +A3 (Formerly Wallace Hall)	E&G	2268143	54008085	SIMPLEX 4100ES	August	Essential Coverage	$508.96		$523.22
KELLY HALL	E&G	1582593	4544878	SIMPLEX 4100ES	August/February	Essential Coverage	$2,172.94		$2,233.78
KROEHLING ADVANCED FIRE FOUNDRY	E&G	2097794	13436285	SIMPLEX 4100ES	January	Essential Coverage	$93.24		$95.85
LANE HALL	E&G	432309	13436485	SIMPLEX 4100ES	October	Essential Coverage	$839.05		$862.54
LATHAM HALL	E&G	721681	4545357	SIMPLEX 4100ES	September/March	Essential Coverage	$2,380.05		$2,446.69
LIBERAL ARTS BLDG	E&G	2769293	80845224	SIMPLEX 4100ES	April	Essential Coverage	$591.61		$608.18
LIBRARY STORAGE	E&G	2097797	13436592	SIMPLEX 4100ES	February	Essential Coverage	$678.29		$697.28
LIFE SCIENCES I	E&G	1560552	4545549	SIMPLEX 4100ES	August/February	Essential Coverage	$1,729.99		$1,778.43
LITTON-REAVES	E&G	432316	4546325	SIMPLEX 4100ES	September/March	Essential Coverage	$4,028.91		$4,141.72
MAJOR WILLIAMS	E&G	432321	4546420	SIMPLEX 4100ES	August/February	Essential Coverage	$2,829.05		$2,908.26
MARCHING VIRGINIANS	E&G	2299788	54879406	SIMPLEX 4100ES	December	Essential Coverage	$140.61		$475.00
MATERIAL MANAGEMENT	E&G	1938859	7103090	SIMPLEX 4100ES	February	Essential Coverage	$330.07		$339.32
MATH EMPORIUM	E&G	380752	Terminated	SIMPLEX 4020	March	Essential Coverage	$688.37		$707.64
MCBRYDE	E&G	693856	4546615	SIMPLEX 4100ES	August/May	Essential Coverage	$2,788.24		$2,866.31
MEDIA BUILDING	E&G	4387607	80994510	SIMPLEX 4100ES	October	Essential Coverage	$1,245.00		$1,279.86
Metabolic Lab- Kentland Farms - NEW	E&G	4316695	80930028	SIMPLEX 4100ES	September	Essential Coverage	$1,159.56		$1,192.03
MILITARY BUILDING	E&G	2097799	13436790	SIMPLEX 4100ES	July/March	Essential Coverage	$914.63		$940.24
MULTIPURPOSE LIVESTOCK ARENA	E&G	708116	4547002	SIMPLEX 4100ES	November/April	Essential Coverage	$194.02		$199.45
NEW ACADEMIC CLASSROOM BUILDING	E&G	2360633	71007972	SIMPLEX 4100ES	March	Essential Coverage	$1,221.02		$1,255.21

NEWMAN LIBRARY	E&G	432345	4547190	SIMPLEX 4100ES	August/May	Essential Coverage	$3,420.66		$3,516.44
NORRIS HALL	E&G	2769294	80845219	SIMPLEX 4100ES	March	Essential Coverage	$2,386.60		$2,453.43
PAMPLIN	E&G	432355	13436812	SIMPLEX 4100ES	July/February	Essential Coverage	$2,212.75		$2,274.71
PATTON	E&G	432360	13436917	SIMPLEX 4100ES	October/March	Essential Coverage	$1,003.32		$1,031.42
VT POWERHOUSE	E&G	406432	4547764	SIMPLEX 4100ES	November/May	Essential Coverage	$316.97		$325.85
The Grove / PRESIDENT'S HOUSE	E&G	550763	4547858	SIMPLEX 3001	May	Essential Coverage	$117.91		$121.22
PRICE	E&G	432369	4548050	SIMPLEX 4100ES	September/March	Essential Coverage	$1,236.64		$1,271.26
PUBLIC SAFETY	E&G	721274	4548523	FED FROM SOUTHGATE	September/March	Essential Coverage	$504.43		$518.56
RANDOLPH HALL	E&G	2674437	80830098	SIMPLEX 4100ES	April	Essential Coverage	$3,831.87	REMOVE	$0.00
SANDY HALL	E&G	1952763	80850485	SIMPLEX 4100ES	April	Essential Coverage	$1,591.92		$1,636.49
SAUNDERS HALL	E&G	2092370	29540627	SIMPLEX 4100ES	July/January	Essential Coverage	$902.03		$927.29
SEITZ	E&G	432384	4548144	SIMPLEX 4100ES	October/March	Essential Coverage	$1,254.78		$1,289.91
SHANKS	E&G	432392	4548334	SIMPLEX 4100ES	October	Essential Coverage	$953.43		$980.13
SMYTH/HUTCHESON	E&G	1952762	6170100	SIMPLEX 4100ES	August/April	Essential Coverage	$1,610.55		$1,655.64
SOLID FUEL COMBUSTION	E&G	4385504	80994513		October	Essential Coverage	$1,020.00		$1,048.56
STERRETT CENTER	E&G	1959370	13437144	SIMPLEX 4100ES	August/February	Essential Coverage	$1,519.34		$1,561.88
STUDENT SERVICES	E&G	579816	4548712	SIMPLEX 4100ES	September/March	Essential Coverage	$690.89		$710.24
STRUCTURAL TESTING LAB	E&G	4386852	80994515		October	Essential Coverage	$1,400.00		$1,439.20
SURGE SPACE BUILDING	E&G	1613697	4548802	SIMPLEX 4100ES	October	Essential Coverage	$412.72		$424.28
SWINE DISEASE RESEARCH	E&G	2097801	13437154	SIMPLEX 4100U	January	Essential Coverage	$334.61		$343.97
TORGERSEN	E&G	432413	4548997	SIMPLEX 4100ES	December	Essential Coverage	$3,927.61		$4,037.58
WALLACE	E&G	432288	4554512	SIMPLEX 4100ES	July/February	Essential Coverage	$767.99		$789.49
WAR MEMORIAL HALL	E&G			SIMPLEX 4100ES	April	Essential Coverage		**NEW**	$2,920.00
WEST HENDERSON	E&G	1826136	4554606	SIMPLEX 4100U	January	Essential Coverage	$1,070.85		$1,100.83
WHITTEMORE	E&G	432429	13437366	SIMPLEX 4100ES	August/March	Essential Coverage	$3,235.23		$3,325.82
WILLIAMS	E&G	678911	4554700	SIMPLEX 4100ES	November/April	Essential Coverage	$1,091.51		$1,122.07
VET MED	E&G	484754	4549190	SIMPLEX 4100ES	November/May	Essential Coverage	$6,908.21		$7,101.64
VET MED DRY RENDERING	E&G	2039292	4549284	FROM VET MED	November/May	Essential Coverage	$46.35		$47.65
VET MED INSTRUCTIONAL ADD	E&G	2201650	29541536	SIMPLEX 4100	November/May	Essential Coverage	$1,087.99		$1,118.45
VET MED IDFR	E&G	2201648	29541135	FROM VET MED	November/May	Essential Coverage	$0.00		$0.00
VET MED IDU	E&G	432293	4549378	SIMPLEX 4100ES	December	Essential Coverage	$322.02		$331.04
CENTER FOR ONE HEALTH RESEARCH	E&G	2097808	13437261	SIMPLEX 4100ES	December	Essential Coverage	$849.63		$873.42
VISITORS AND UNDERGRAD ADMIN CTR	E&G	1966141	74491907	SIMPLEX 4100ES	April	Essential Coverage	$803.26		$825.75
BASEBALL OUTFIELD PITCHING LAB	E&G	4639766	80994517		November	Essential Coverage	$488.33		$502.00
BASKETBALL PRACTICE FACILITY	E&G	1861350	4542089	SIMPLEX 4100U	September/February	Essential Coverage	$1,138.88		$1,170.76
ENGLISH BASEBALL STADIUM	E&G	2769292	80845220	SIMPLEX 4100	March	Essential Coverage	$989.71		$1,017.43
INDOOR BATTING FACILITY (Weaver)	E&G	1928727	4544974	SIMPLEX 4100ES	March	Essential Coverage	$483.77		$497.32
INDOOR ATHLETIC TRAINING FACILITY	E&G	2296252	74586600	SIMPLEX 4100ES	December	Essential Coverage	$360.31		$370.40
JAMERSON/FOOTBALL LR	E&G	2097790	13436171	SIMPLEX 4100U	July/ January	Essential Coverage	$1,928.54		$1,982.53
TENNIS PAVILION	E&G	432401	80898883	SIMPLEX 4100+	September	Essential Coverage	$257.51		$264.72
LANE STADIUM SOUTH	E&G	432377	4545165	SIMPLEX 4100U	May	Essential Coverage	$1,842.36		$1,893.94
LANE STADIUM WEST	E&G	2039289	4545261	SIMPLEX 4100U	July/March	Essential Coverage	$6,426.59		$6,606.54
MERRYMAN CENTER	E&G	550761	4546907	SIMPLEX 4100ES	July/February	Essential Coverage	$633.94		$651.69
REC SPORTS FIELD HOUSE	E&G	4344078	80898893	SIMPLEX 4100ES	September	Essential Coverage	$249.95		$256.95
RECTOR FIELD HOUSE	E&G	2674440	80830100	SIMPLEX 4100ES	April	Essential Coverage	$1,400.42		$1,439.63
VENTURE OUT	E&G	4397553	80938080	4100ES	September	Essential Coverage	$627.52		$645.09
CAREER SERVICES	E&G	698361	4542762	SIMPLEX 4100U	October	Essential Coverage	$896.49		$921.59
BURRUSS-Switchroom	E&G	432185	80898899	ON BUILDING FACP	September	Essential Coverage	$263.17		$270.53
CASSELL-Switchroom	E&G	432199	80898904	SIMPLEX 4100ES	September	Essential Coverage	$359.31		$369.37
HILLCREST-Switchroom	E&G	432277	80898918	ON BUILDING FACP	September	Essential Coverage	$191.50		$196.86
Owens- Switchroom	E&G	432350	80994512		September	Essential Coverage	$410.00		$421.48
SHANKS-Swtichroom	E&G	432395	80898978	ON BUILDING FACP	September	Essential Coverage	$189.98		$195.30
ELECTRIC SERVICE FACILITY	E&G	718667	4544016	SIMPLEX 4100U	October	Essential Coverage	$1,079.41		$1,109.63
MOSS ART CENTER	E&G	73566	44080203	SIMPLEX 4100ES	August	Essential Coverage	$5,330.55		$5,479.81
NORTH END PARKING GARAGE	E&G	4662836	80994511	SYSTEM-FA-SIMPLEX 4100U	March	Essential Coverage	$190.00		$195.32
PARKING SERVICES	E&G	662578	80994519	SIMPLEX 4100U	May	Essential Coverage	*$235.33*		$241.92
PERRY ST. PARKING GARAGE	E&G	1946268	13437126	SIMPLEX 4100U	July	Essential Coverage	*$1,682.62*		$1,729.73
THE INN AT VIRGINIA TECH	E&G	712940	4548810	SIMPLEX 4100U	December	Essential Coverage	$5,656.08		$5,814.45
UNIVERSITY BOOKSTORE	E&G	432417	4549088	SIMPLEX 4100U	November/May	Essential Coverage	$431.36		$443.44
MCCOMAS (Rec Sports/Shieffert)	E&G	40768	7102986	SIMPLEX 4100U	May	Essential Coverage	$2,710.63		$2,786.53

									$0.00
									$0.00
JOHNSTON STUDENT CENTER	DSA	432307	4545070	SIMPLEX 4100U	July/February	Expert Coverage	$1,184.48		$1,217.65
SQUIRES STUDENT CENTER	DSA	216926	4548617	SIMPLEX 4100U	December	Expert Coverage	$5,579.23		$5,735.45
AMBLER JOHNSTON	DSA	550760	80898984	SIMPLEX 4100ES	May	Expert Coverage	$24,674.56		$25,365.45
CAMPBELL EAST	DSA	432191	80898995	SIMPLEX 4100ES	July	Expert Coverage	$3,543.62		$3,642.84
CAMPBELL MAIN	DSA	432196	80898997	SIMPLEX 4100U	July	Expert Coverage	$1,124.77		$1,156.26
CID-NEW	DSA	4387795	80959128	SIMPLEX 4100ES	June	Expert Coverage	$41,541.96		$42,705.13
COCHRANE	DSA	590856	4543151	SIMPLEX 4100ES	November	Expert Coverage	$7,444.77		$7,653.22
DIETRICK	DSA	432216	4543437	SIMPLEX 4100U	January	Expert Coverage	$2,876.93		$2,957.48
DONALDSON BROWN CENTER	DSA	75817	80899000	SIMPLEX 4100+	January	Expert Coverage	$3,838.42		$3,945.90
EGGLESTON -EAST	DSA	432233	80899005	SIMPLEX 4100ES	June	Expert Coverage	$1,628.95		$1,674.56
EGGLESTON -MAIN	DSA	432243	80899010	SIMPLEX 4100ES	June	Expert Coverage	$4,461.28		$4,586.19
EGGLESTON -WEST	DSA	432238	80899008	SIMPLEX 4100ES	June	Expert Coverage	$1,427.12		$1,467.08
HARPER	DSA	590853	4544781	SIMPLEX 4100+	June	Expert Coverage	$7,026.01		$7,222.74
HILLCREST	DSA	432268	80899011	SIMPLEX 4100ES	July	Expert Coverage	$2,889.02		$2,969.91
HOGE HALL	DSA	432313	80899013	SIMPLEX 4100ES	July	Expert Coverage	$13,372.67		$13,747.10
INNOVATIVE BUILDING(Transfer House)	DSA	2252555	37859231	SIMPLEX 4100ES	March	Expert Coverage	$2,160.34		$2,220.83
JOHNSON	DSA	432302	80899023	SIMPLEX 4100U	August	Expert Coverage	$4,452.96		$4,577.64
LAVERY HALL	DSA	2028568	29540893	SIMPLEX 4100ES	January	Expert Coverage	$1,874.61		$1,927.10
MILES	DSA	432326	80899025	SIMPLEX 4100ES	August	Expert Coverage	$1,308.45		$1,345.09
NEW RES HALL WEST	DSA	1821836	4547096	SIMPLEX 4100U	June	Expert Coverage	$5,909.56		$6,075.03
NEWMAN	DSA	432339	80899028	SIMPLEX 4100ES	August	Expert Coverage	$2,088.53		$2,147.01
NEW RES HALL EAST	DSA	590865	4547286	SIMPLEX 4100+	June	Expert Coverage	$6,688.13		$6,875.39
OWENS	DSA	590859	80899043	SIMPLEX 4100+	January	Expert Coverage	$2,375.77		$2,442.29
O'SHAUGHNESSY	DSA	372542	80899047	SIMPLEX 4100ES	August	Expert Coverage	$7,719.91		$7,936.07
PAYNE	DSA	590875	80898782	SIMPLEX 4100+	July	Expert Coverage	$4,960.92		$5,099.82
PEARSON EAST	DSA	2427768	80898841	SIMPLEX 4100ES	July	Expert Coverage	$9,404.04		$9,667.35
PEARSON WEST	DSA	432374	80898875	SIMPLEX 4100ES	July	Expert Coverage	$8,744.15		$8,988.99
PEDDREW YATES (Old Residence Hall)	DSA	590868	4547576	SIMPLEX 4100+	July	Expert Coverage	$6,852.92		$7,044.80
PRITCHARD	DSA	590862	80898884	SIMPLEX 4100ES	June	Expert Coverage	$17,594.88		$18,087.53
SLUSHER	DSA	590870	80898885	SIMPLEX 4100+	May	Expert Coverage	$11,057.18		$11,366.78
SOUTHGATE	DSA	721274	80898886	SIMPLEX 4100+	July	Expert Coverage	$1,059.00		$1,088.65
SPH A	DSA	4343870	80898887	SIMPLEX 4100U	June	Expert Coverage	$759.67		$780.94
SPH B	DSA	4343869	80898888	SIMPLEX 4100ES	June	Expert Coverage	$523.83		$538.50
SPH C	DSA	4343868	80898889	SIMPLEX 4100U	June	Expert Coverage	$283.48		$291.41
SPH D	DSA	4343867	80898892	SIMPLEX 4100+	June	Expert Coverage	$683.33		$702.46
SPH E	DSA	4343866	80898895	FROM SPH 64	June	Expert Coverage	$378.70		$389.30
SPH F	DSA	4343858	80898896	FROM SPH 64	June	Expert Coverage	$378.70		$389.30
SPH G	DSA	4343865	80898897	FROM SPH 64	June	Expert Coverage	$378.70		$389.30
SPH H	DSA	4343864	80898898	FROM SPH 64	June	Expert Coverage	$376.69		$387.24
SPH I	DSA	4343863	80898902	FROM SPH 64	June	Expert Coverage	$376.69		$387.24
SPH J	DSA	4343861	80898906	FROM SPH 64	June	Expert Coverage	$383.24		$393.97
SPH KL	DSA	4343860	80898913	SIMPLEX 4100+	June	Expert Coverage	$2,431.70		$2,499.79
SPH MN	DSA	4343922	80898914	SIMPLEX 4100+	June	Expert Coverage	$2,431.70		$2,499.79
SPH OP	DSA	4343924	80898915	SIMPLEX 4100+	June	Expert Coverage	$2,431.70		$2,499.79
SPH QR	DSA	4343859	80898916	SIMPLEX 4100+	June	Expert Coverage	$2,431.70		$2,499.79
NEW UPPER QUAD RES	DSA	4352410	80994516	SIMPLEX 4100ES	August	Expert Coverage	$18,000.00		$18,504.00
VAWTER	DSA	550764	80898917	SIMPLEX 4100ES	May	Expert Coverage	$5,997.25		$6,165.17
WHITEHURST(Baringer)	DSA	432175	80898921	SIMPLEX 4100ES	June	Expert Coverage	$1,349.26		$1,387.04

TOTALS	$418,023.99		$434,471.30

RENEWED: $412,372.85
NEW: $8,351.34

Johnson Controls

To: Mark Webb
C/O Virginia Tech
230 Sterrett Drive
Blacksburg, VA. 24060

4/2/2025

Subject: Labor Price Considerations for Virginia Tech Life Safety Contract – VTS-1543-2021

Mr. Webb,

Over the past months Johnson Controls, along with all businesses, has faced extraordinary and unprecedented cost increases. These have directly challenged our ability to deliver the goods and services that Virginia Tech has come to expect. With this in mind, Johnson Controls has put into place a program to counter these increases and to ensure that Virginia Tech does not see any negative impact to the services they are used to.

Some of the specific challenges we are experiencing are:

- Labor shortages
- Parts availability
- Subcontract support
- Extreme price increases with fuel, labor, and parts

Our program is directly counteracting these by:

- Improving our pay to our field technicians
- Increased and improved field technician training.
- New suppliers for equipment
- New UL approvals for semiconductor chips

Each of the measures increases Johnson Controls' cost, which we have to pass on to many of our customers. The long-term relationship Johnson Controls has enjoyed with Virginia Tech has helped us get approval from our senior leadership to provide VT with a labor rate of $128 an hour (from $125); $192.00 for overtime hours per technician. Please note this will be the first increase of the labor rates in over 10 years. This will go into effect June 1, 2025.

We at Johnson Controls appreciate and understand the commitment Virginia Tech has made to us. This does not go unnoticed, and we are leveraging this with our senior leadership to ensure that Virginia Tech continues to receive a premium service with the bare minimum price increase.

We look forward to a continued partnership and please feel free to contact myself if you have any questions, comments, or concerns.

Best regards,

Shannon Holley, CCR
Johnson Controls Fire Protection
540-676-1262

New Labor Rates confirmation effective date June 1 ,2025

DocuSigned by: Reed Nagel — 5CF51DA320C449D... 6/3/2025

VT Representative Signature *Date*

The power behind **your mission**

Procurement
300 Turner Street NW
North End Center, Ste 2100
Blacksburg, Virginia 24061
P: (540) 231-6221 F: (540) 231-9628
www.procurement.vt.edu

January 24, 2023

Johnson Controls Fire Protection LP
Jodi Skurupey
88 Saint Johns Place Rd
Salem, VA 24153

Dear Jodi,

Subject: Contract Renewal Letter

Virginia Tech Contract #:	VTS-1543-2021
Commodity/Service:	Inspection, Testing & Repair of Fire Alarm Systems
Renewal Period:	6/1/23 - 5/31/25
Renewal #:	(1 of 4) two-year renewals

In accordance with the renewal provision of the original contract, the university would like to renew the contract for an additional term. Please advise concerning your intention by signing in the appropriate space below. A signed copy of this letter should be received in Procurement by 2/23/23.

If allowed by the contract, price adjustments must be requested at the time of renewal in accordance with the contract documents. Price adjustments are not automatic or retroactive and are only implemented upon request by the vendor at the time of renewal.

In addition, review the attached form which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential this information be accurate for payments to be processed in a timely manner.

Virginia Tech recommends that our vendors utilize the Wells One AP Control Payment System for payment of all invoices and strongly encourages all vendors under contract with the university to participate in this program. If your firm is not enrolled in the program, refer to our website: http://www.procurement.vt.edu/Vendor/WellsOne.html or contact me directly for more information.

Sincerely,

Chad Dalton
Procurement Contract Support Specialist
(540) 231-9129

Johnson Controls Fire Protection LP **agrees** to renew the contract under the terms and conditions of the subject contract.

Authorized Signature: DocuSigned by: Jodi Skurupey 87B0844B033B459... _____ Date: 1/25/2023

Name: Jodi Skurupey (please print) Title: Customer Care Representative

We currently participate in the Wells One Program: _____

We would like to participate in the Wells One Program: _____

Approved: DocuSigned by: Mary Helmick 5943314F5CD3478... _____
Director of Procurement

Date: 1/25/2023

Virginia Tech 2023-2025- Pricing Year 1 2023-2024

Customer Number	Contract Number	Building	Control Panel Type	Control Panel	Smoke Detectors	Heat Detectors	Manual Stations	Notification Devices	Annunciator	Duct Detectors	Year 1 Essential Coverage 2023-2024	[redacted]	Inspection
		ACADEMIC											
1821834	4541898	**AGNEW**	4100ES	0	7	2	10	29	0	10	$359.60		August/April
2674443	80830101	**AIRPORT TRANSP SERV-HANGER**	4100ES	0	4	0	3	14	0	0	$272.00		April
1612933	74578784	**AQUATICS AND FISHERIES**	4100U	0	5	1	2	10	0	1	$103.72		August
2097759	13416367	**ARMORY**	4020	0	0	0	4	10	0	3	$26.42		September/March
2097753	13415838	**ARCHITECTURE ANNEX**	4100ES	0	53	2	9	49	0	1	$750.00		August
654709	4542186	**STEGAR (BIOINFORMATICS)**	4100ES	0	110	15	32	474	0	12	$2,390.00		October/March
1620902	4542567	**BISHOP-FAVRAO**	4100ES	0	9	2	16	64	0	2	$295.00		August/April
1826147	13416788	**BLACK BOX THEATER**	4100U	2	14	8	8	26	0	3	$715.28		January
2097768	13435123	**BURCHARD**	4100ES	0	43	3	15	62	0	9	$830.75		September/March
432185	4542666	**BURRUSS HALL**	4100ES	0	177	106	36	298	0	11	$3,355.28		November/March
655064	4542953	**CHEATHAM**	4100ES	0	66	8	16	109	0	6	$1,138.49		December/March
531324	4543041	**CHEM/PHYSICS (HAHN NORTH)**	4100ES	0	89	4	13	115	0	6	$1,388.99		July/March
2360633	71007972	**NEW ACADEMIC CLASSROOM BUILDING**	4100ES	2	32	3	13	129	0	9	$1,185.46		March
432204	4543246	**COWGILL**	4100ES	0	14	8	14	111	0	13	$661.96		July/March
2097771	49100065	**DAVIDSON**	4100ES	0	56	6	26	120	0	31	$1,546.03		June
693857	4543341	**DERRING**	4100ES	0	203	23	30	353	0	9	$3,278.47		November/April
4343851	80898861	**DRONE PARK**	4100ES	0	5	0	2	11	0	0	$80.73		September
432221	4543535	**DURHAM**	4100ES	0	134	6	15	98	0	46	$2,690.88		September/March
1826136	4543631	**EAST HENDERSON**	4100U	0	15	0	7	41	0	0	$256.86		January
2097774	13435334	**ECOSYSTEMS LAB**	4100ES		2	0	5	6	0	0	$46.97		November
432248	4544112	**ENGEL**	4100ES		7	0	12	45	1	1	$212.83		July/March
391546	4544304	**FIBER OPTICS (ECE Energy)**	4100ES		8	0	3	18	0	5	$227.00		July
2268142	54531280	**FOOD SCIENCE**	4100ES	2	65	22	23	87	0	2	$1,496.62		January
356162	4544399	**FRALIN**	4100ES		44	3	16	87	1	10	$911.48		July/December
648286	4544494	**GEOTECH FACILITY**	4100U		5	2	2	13	0	3	$152.16		February
2084246	57846775	**GOODWIN**	4100ES	8	49	9	21	306	0	19	$3,067.60		May
2097777	13435440	**GROUNDS BUILDING**	4100ES	1	10	9	10	22	0	2	$457.94		May
2100449	49100310	**HABBI**	4100ES	5	38	5	22	183	1	22	$2,222.67		May
432378	13435653	**HAHN/ROBESON**	4100ES	4	73	0	30	104	0	4	$1,958.96		August/February
284603	4544590	**HAMPTON ROADS AREC**	4010	1	23	0	12	39	0	0	$558.24		January
2097780	13435857	**HANCOCK**	4100ES	1	27	4	39	24	0	5	$779.86		August/February
432282	NEW	**Holden Hall- New add**	4100ES	1	81	20	25	313	0	14	$5,047.00		September/February
2097787	13436066	**ICTAS 2**	4100ES	1	13	0	10	92	0	20	$904.13		October/March
2268143	54008085	**ISCE +A3 (Formerly Wallace Hall)**	4100ES	1	20	1	8	24	0	0	$494.14		August
1582593	4544878	**KELLY HALL**	4100ES	5	64	2	13	186	0	3	$2,109.65		August/February
2097794	13436285	**KROEHLING ADVANCED FIRE FOUNDRY**	4100ES		2	4	3	13	0	1	$90.52		January
432309	13436485	**LANE HALL**	4100ES	1	29	0	17	89	0	5	$814.61		October
721681	4545357	**LATHAM HALL**	4100ES	6	58	15	25	197	2	0	$2,310.73		September/March
2769293	80845224	**LIBERAL ARTS BLDG**	4100ES	1	9	2	8	70	0	7	$574.38		April
2097797	13436592	**LIBRARY STORAGE**	4100ES	1	29	0	6	18	0	4	$658.53		February
1560552	4545549	**LIFE SCIENCES I**	4100ES	5	23	5	13	251	0	0	$1,679.60		August/February
432316	4546325	**LITTON-REAVES**	4100ES	3	213	9	30	331	1	10	$3,911.56		September/March
432321	4546420	**MAJOR WILLIAMS**	4100ES	2	165	20	34	110	0	3	$2,746.65		August/February
2299788	54879406	**MARCHING VIRGINIANS**	4100ES		9	0	3	15	0	0	$136.51		December
1938859	7103090	**MATERIAL MANAGEMENT**	4100ES	1	4	0	20	13	0	0	$320.46		August/February
380752	4546517	**MATH EMPORIUM**	4020	2	3	0	10	38	0	8	$668.32		March
693856	4546615	**MCBRYDE**	4100ES	1	162	12	36	183	0	9	$2,707.03		August/May
4316695	80930028	**Metabolic Lab- Kentland Farms - NEW**	4100ES	1	11	9	10	33	0	5	$1,125.79		September
2097799	13436790	**MILITARY BUILDING**	4100ES	1	30	28	15	55	0	4	$887.99		July/March
708116	4547002	**MULTIPURPOSE LIVESTOCK ARENA**	4100ES		3	0	9	33	0	4	$188.37		November/April
432345	4547190	**NEWMAN LIBRARY**	4100ES	9	54	2	39	286	1	19	$3,321.03		August/May
2769294	80845219	**NORRIS HALL**	4100ES	2	139	14	14	112	0	1	$2,317.09		March
432355	13436812	**PAMPLIN**	4100ES	5	73	0	25	163	0	0	$2,148.30		July/February
432360	13436917	**PATTON**	4100ES	1	55	1	11	65	0	3	$974.10		October/March
406432	4547764	**VT POWERHOUSE**	4100ES	1	3	1	12	25	0	0	$307.74		November/May
550763	4547858	**The Grove/PRESIDENT'S HOUSE**	3001		6	0	5	0	3	0	$114.48		May
432369	4548050	**PRICE**	4100ES	2	53	1	13	98	0	0	$1,200.62		September/March
721274	4548523	**PUBLIC SAFETY**	SOUTHGAT		20	3	7	43	0	8	$489.74		September/March
2674437	80830098	**RANDOLPH HALL**	4100ES	5	161	38	48	284	1	5	$3,720.26		April
1952763	80850485	**SANDY HALL**	4100ES	2	11	1	11	73	0	45	$1,545.55		April
2092370	29540627	**SAUNDERS HALL**	4100ES	2	28	1	11	54	0	2	$875.76		July/January
432384	4548144	**SEITZ**	4100ES	1	60	6	13	64	0	8	$1,218.23		October/March
432392	4548334	**SHANKS**	4100ES	1	36	2	22	92	0	5	$925.66		October
1952762	6170100	**SMYTH/HUTCHESON**	4100ES	4	28	10	31	186	0	2	$1,563.64		August/April
2106967	74584575	**CHILLER BUILDING**	4100ES	1	16	10	2	16	0	6	$579.27		April
1959370	13437144	**STERRETT CENTER**	4100ES	1	62	10	29	71	0	16	$1,475.09		August/February
579816	4548712	**STUDENT SERVICES**	4100ES	1	13	3	11	81	0	8	$670.77		September/March
1613697	4548802	**SURGE SPACE BUILDING**	4100ES	1	3	0	6	77	0	2	$400.70		October
2097801	13437154	**SWINE DISEASE RESEARCH**	4100U	1	4	12	4	8	0	0	$324.86		January
432413	4548997	**TORGERSEN**	4100ES	4	110	7	43	262	0	61	$3,813.21		December
432288	4554512	**WALLACE**	4100ES	1	30	2	15	58	0	3	$745.62		July/February
1826136	4554606	**WEST HENDERSON**	4100U	2	26	11	16	105	1	4	$1,039.66		January
432429	13437366	**WHITTEMORE**	4100ES	1	189	1	27	210	0	17	$3,141.00		August/March
678911	4554700	**WILLIAMS**	4100ES	2	26	17	14	136	0	2	$1,059.72		November/April
484754	4549190	**VET MED**	4100ES	16	135	43	85	430	2	45	$6,707.00		November/May
2039292	4549284	**VET MED DRY RENDERING**	MED		1	2	4	8	0	0	$45.00		November/May
2201650	29541536	**VET MED INSTRUCTIONAL ADD**	4100	1	54	6	9	43	1	5	$1,056.30		November/May
2201648	29541135	**VET MED IDFR**	MED		0	0	0	0	0	0	$0.00		November/May
432293	4549378	**VET MED IDU**	4100ES	1	1	2	5	15	0	3	$312.64		December
2097808	13437261	**VET MED RESEARCH**	4100ES	1	47	5	9	18	0	0	$824.88		December
1966141	74491907	**VISITORS AND UNDERGRAD ADMIN CTR**	4100ES	1	22	9	14	84	0	6	$779.86		April
		Academic Subtotal:									***$104,492.00***		
		ATHLETIC DEPARTMENT											
1861350	4542089	**BASKETBALL PRACTICE FACILITY**	4100U	1	53	13	20	86	0	2	**$1,105.71**		September/February
2769292	80845220	**ENGLISH BASEBALL STADIUM**	4100	2	29	14	9	58	1	2	**$960.89**		March
1928727	4544974	**INDOOR BATTING FACILITY (Weaver)**	4100ES	2	29	5	8	33	1	2	**$469.68**		March
2296252	74586600	**INDOOR ATHLETIC TRAINING FACILITY**	4100ES	1	7	0	11	27	0	0	**$349.82**		December
2097790	13436171	**JAMERSON/FOOTBALL LR**	4100U	4	33	6	22	161	0	19	**$1,872.36**		July/ January
432401	80898883	**TENNIS PAVILION**	4100+	1	1	0	10	9	0	0	**$250.01**		September
2039289	4545165	**LANE STADIUM SOUTH**	4100U	4	38	20	10	188	0	8	**$1,788.70**		May
432377	4545261	**LANE STADIUM WEST**	4100U	13	153	48	40	507	0	41	**$6,239.41**		July/March
550761	4546907	**MERRYMAN CENTER**	4100ES	1	9	4	18	58	0	8	**$615.48**		July/February
4344078	80898893	**REC SPORTS FIELD HOUSE**	4100ES	1	1	0	4	16	0	0	**$242.67**		September

2674440	80830100	**RECTOR FIELD HOUSE**	4100ES	1	46	0	22	161	1	16	**$1,359.63**	[redacted]	April
4397553	80938080	**VENTURE OUT**	4100ES	1	5	1	5	13	0	0	**$609.25**		September
		Athletic Department Subtotal:								Totals	***$15,863.60***		
698361	4542762	***CAREER SERVICES***	4100U	2	21	3	17	61	0	4	**$870.38**	[redacted]	October
		Career Services Subtotal:											
		CNS SWITCHROOMS											
432185	80898899	**BURRUSS-Switchroom**	BUILDING		18	0	1	1	0	2	**$255.50**	[redacted]	September
432199	80898904	**CASSELL-Switchroom**	4100ES		27	1	2	1	0	2	**$348.84**		September
432277	80898918	**HILLCREST-Switchroom**	BUILDING		12	0	1	2	0	2	**$185.92**		September
432395	80898978	**SHANKS-Swtichroom**	BUILDING		12	0	1	1	0	2	**$184.45**		September
		CNS Switchrooms Subtotal:									**$974.71**		
718667	4544016	***ELECTRIC SERVICE FACILITY***	4100U	2	44	1	15	62	0	0	**$1,047.97**	[redacted]	October
		Electric Service Facility Subtotal:											
73566	44080203	***MOSS ART CENTER***	4100ES	9	159	83	92	380	0	16	**$5,175.29**	[redacted]	August
		MOSS ART CENTER Subtotal:											
575238	37859612	***NORTH END CENTER***	4100U	1	54	2	39	286	0	19	**$1,745.64**	[redacted]	March
662578	4547384	***PARKING SERVICES***	4100U	1	1	0	0	1	0	1	***$228.48***		July/May
1946268	13437126	***PERRY ST. PARKING GARAGE***	4100U	6	4	15	20	191	0	0	***$1,633.61***		July
		Parking Services Subtotal:									***$3,607.73***		
712940	4548810	***THE INN AT VIRGINIA TECH***	4100U	8	277	12	52	188	3	8	**$5,491.34**	[redacted]	December
		The Inn at Virginia Tech Subtotal:											
432417	4549088	***UNIVERSITY BOOKSTORE***	4100U	1	8	0	8	32	0	3	**$418.80**	[redacted]	November/May
		University Bookstore Subtotal:											
		UUSA											
40768	7102986	**MCCOMAS**	4100U	6	60	9	36	211	0	15	**$2,631.68**	[redacted]	May
		UUSA Subtotal:											
										Totals Academic Building	***$140,573.50***		
		RESIDENTIAL & DINING									[redacted]	**Year 1 Expert Coverage 2023-2024**	
432307	4545070	**JOHNSTON STUDENT CENTER**	4100U	1	37	1	15	33	0	2		**$1,149.98**	July/February
216926	4548617	**SQUIRES STUDENT CENTER**	4100U	4	146	6	53	333	1	22		**$5,416.73**	December
550760	80898984	**AMBLER JOHNSTON**	4100ES		1320	0	87	147	0	0		**$23,955.88**	May
432191	80898995	**CAMPBELL EAST**	4100ES		143	107	18	26	0	0		**$3,440.41**	July
432196	80898997	**CAMPBELL MAIN**	4100U		56	0	16	16	0	0		**$1,092.01**	July
4387795	NEW	**CID-NEW**	4100ES	1	851	73	50	1009	1	60		**$40,332.00**	June
590856	4543151	**COCHRANE**	4100ES		374	10	34	83	0	8		**$7,227.93**	November
432216	4543437	**DIETRICK**	4100U	3	43	27	28	112	0	20		**$2,793.13**	January
75817	80899000	**DONALDSON BROWN CENTER**	4100+		190	9	35	46	0	2		**$3,726.62**	January
432233	80899005	**EGGLESTON -EAST**	4100ES		75	16	14	37	0	0		**$1,581.50**	June
432243	80899010	**EGGLESTON -MAIN**	4100ES	2	200	8	17	40	0	0		**$4,331.34**	June
432238	80899008	**EGGLESTON -WEST**	4100ES	1	56	0	16	16	0	0		**$1,385.56**	June
590853	4544781	**HARPER**	4100+	1	308	14	15	251	0	13		**$6,821.37**	June
432268	80899011	**HILLCREST**	4100ES	1	131	5	22	32	0	0		**$2,804.88**	July
432313	80899013	**HOGGE(OLD LEE)**	4100+		698	0	33	67	0	0		**$12,586.69**	July
2252555	37859231	**INNOVATIVE BUILDING(Transfer House)**	4100ES	3	57	6	10	50	1	0		**$2,097.42**	March
432302	80899023	**JOHNSON**	4100U		213	56	13	47	0	0		**$4,323.26**	August
2028568	29540893	**LAVERY HALL**	4100ES	3	23	5	21	144	0	3		**$1,820.01**	January
432326	80899025	**MILES**	4100ES		67	0	12	17	0	0		**$1,270.34**	August
1821836	4547096	**NEW RES HALL WEST**	4100U	3	228	8	18	266	0	4		**$5,737.44**	June
432339	80899028	**NEWMAN**	4100ES		107	0	18	29	0	0		**$2,027.70**	August
590865	4547286	**NEW RES HALL EAST**	4100+	3	267	9	19	252	0	7		**$6,493.33**	June
590859	80899043	**OWENS**	4100+		93	0	19	39	0	17		**$2,306.57**	January
372542	80899047	**O'SHAUGHNESSY**	4100ES	3	306	10	25	453	1	1		**$7,495.06**	August
590875	80898782	**PAYNE**	4100+		252	0	22	101	0	2		**$4,816.42**	July
2427768	80898841	**PEARSON EAST**	4100ES		434	80	23	329	1	2		**$9,130.14**	July
432374	80898875	**PEARSON WEST**	4100ES		435	43	23	160	0	2		**$8,489.47**	July
590868	4547576	**PEDDREW YATES (Old Residence Hall)**	4100+	3	265	8	19	344	0	7		**$6,653.32**	July
590862	80898884	**PRITCHARD**	4100ES		946	0	46	99	0	0		**$17,082.41**	June
590870	80898885	**SLUSHER**	4100+		591	0	38	72	0	0		**$10,735.12**	May
721274	80898886	**SOUTHGATE**	4100+	1	20	3	17	23	0	8		**$1,028.16**	July
4343870	80898887	**SPH A**	4100U	1	22	2	7	5	0	0		**$737.54**	June
4343869	80898888	**SPH B**	4100ES	1	9	2	7	5	0	0		**$508.57**	June
4343868	80898889	**SPH C**	4100U		13	0	8	5	0	0		**$275.22**	June
4343867	80898892	**SPH D**	4100+	1	18	0	9	6	0	0		**$663.42**	June
4343866	80898895	**SPH E**	64		18	0	8	7	0	0		**$367.67**	June
4343858	80898896	**SPH F**	64		18	0	8	7	0	0		**$367.67**	June
4343865	80898897	**SPH G**	64		18	0	8	7	0	0		**$367.67**	June
4343864	80898898	**SPH H**	64		18	0	8	6	0	0		**$365.72**	June
4343863	80898902	**SPH I**	64		18	0	8	6	0	0		**$365.72**	June
4343861	80898906	**SPH J**	64		18	0	9	7	0	0		**$372.08**	June
4343860	80898913	**SPH KL**	4100+	1	108	3	11	43	0	0		**$2,360.87**	June
4343922	80898914	**SPH MN**	4100+	1	108	3	11	43	0	0		**$2,360.87**	June
4343924	80898915	**SPH OP**	4100+	1	108	3	11	43	0	0		**$2,360.87**	June
4343859	80898916	**SPH QR**	4100+	1	108	3	11	43	0	0		**$2,360.87**	June
550764	80898917	**VAWTER**	4100ES	3	258	32	16	42	0	0		**$5,822.57**	May
432175	80898921	**WHITEHURST(Baringer)**	4100ES		68	0	14	23	0	0		**$1,309.96**	June
		Residential & Dining Subtotal:										***$231,119.50***	
										Total:	$140,573.50	$231,119.50	

Labor Rates 6/01/2023		
Fire Alarm	Regular Hours M-F 8:00 AM-5:00 PM	$125.00
	Overtime Rates	$187.50

Contract Pricing 2023-2024	***Yr 1 Grand Total***	***$371,693.00***

To: Mark Webb
C/O Virginia Tech
230 Sterrett Drive
Blacksburg, VA. 24060

11/28/2022

Subject: Labor Price Considerations for Virginia Tech Life Safety Contract – VTS-1543-2021

Mr. Webb,

Over the past months Johnson Controls, along with all businesses, has faced extraordinary and unprecedented cost increases. These have directly challenged our ability to deliver the goods and services that Virginia Tech has come to expect. With this in mind, Johnson Controls has put into place a program to counter these increases and to ensure that Virginia Tech does not see any negative impact to the services they are used to.

Some of the specific challenges we are experiencing are:

- Labor shortages
- Parts availability
- Subcontract support
- Extreme price increases with fuel, labor, and parts

Our program is directly counteracting these by:

- Improving our pay to our field technicians
- Increased and improved field technician training.
- New suppliers for equipment
- New UL approvals for semiconductor chips

Each of the measures increases Johnson Controls' cost, which we have to pass on to many of our customers. The long-term relationship Johnson Controls has enjoyed with Virginia Tech has helped us get approval from our senior leadership to provide VT with a labor rate of $125 an hour (from $100); $187.50 for overtime hours per technician. Please note this will be the first increase of the labor rates in over 10 years. This will go into effect June 1, 2023.

We at Johnson Controls appreciate and understand the commitment Virginia Tech has made to us. This does not go unnoticed, and we are leveraging this with our senior leadership to ensure that Virginia Tech continues to receive a premium service with the bare minimum price increase.

We look forward to a continued partnership and please feel free to contact myself if you have any questions, comments, or concerns.

Best regards,
Jodi Skurupey
Jodi Skurupey, CCR
Johnson Controls Fire Protection
540-266-4027

New Labor Rates confirmation effective date June 1 ,2023

_____
VT Representative Signature *Date*

CONTRACT MODIFICATION AGREEMENT

Date: May 27, 2021

Contract No.: VTS-1543-2021

Modification No.: 1

Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)

Contractor: Johnson Controls Fire Protection LP

Commodity: Inspection, Testing and Repair of Fire Alarm Systems

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

The period of the contract is now revised to begin June 1, 2021 through May 31, 2023 with an option for four (4) two (2) year renewals.

Except as provided herein, all terms and conditions of Contract Number VTS-1543-2021, as heretofore changed, remain unchanged and in full force and effect.

Contractor

By: _____
(Signature)
JEFF JACKMAN AREA GM
Name and Title

Virginia Tech

By: _____
for Mary W. Helmick
Director of Procurement