

Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST



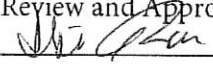
Company Name: Stanley Convergent Security Solutions Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

| Section/page | Term, Condition, or Specification | Exception | NJPA ACCEPTS |
|--------------|-----------------------------------|-----------|--------------|
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Proposer's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

NJPA's clarification on exceptions listed above:

Review and Approved:  
 4/27/17  
NJPA Legal Department

**Contract Award**

**RFP #031517**

**FORM D**

**Formal Offering of Proposal**

(To be completed only by the Proposer)

**FACILITY SECURITY EQUIPMENT, SYSTEMS, AND SERVICES WITH RELATED EQUIPMENT AND SUPPLIES**

In compliance with the Request for Proposal (RFP) for FACILITY SECURITY EQUIPMENT, SYSTEMS, AND SERVICES WITH RELATED EQUIPMENT AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Stanley Convergent Security Solutions Inc. Date: 03/13/17

Company Address: 805 15th St. NW, Ste 710

City: Washington State: DC Zip: 20005

Contact Person: Tina Vehorn Title: Contracts Manager

Authorized Signature:

*Tina Vehorn*

(Name printed or typed) Tina Vehorn

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

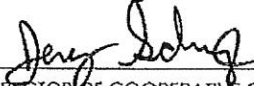
NJPA Contract #: 031517-SCS

Proposer's full legal name: Stanley Convergent Solutions Inc.

**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be June 30, 2017 and will expire on June 30, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coavette  
(NAME PRINTED OR TYPED)

Awarded on June 29, 2017

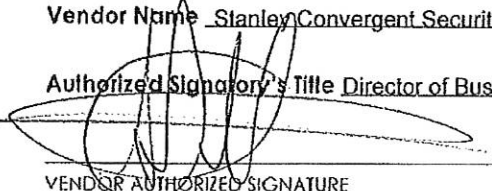
NJPA Contract # 031517-SCS

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Stanley Convergent Security Solutions

Authorized Signatory's Title Director of Business Development - State & Local Government

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Scott Wulforst  
(NAME PRINTED OR TYPED)

Executed on July 10th, 2017

NJPA Contract # 031517-SCS

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Stanley Convergent Security Solutions Inc  
Address: 805 15th St. NW. #710  
City/State/Zip: Washington DC 20005  
Telephone Number: 202-691-9125  
E-mail Address: tina.vehorn@sbdinc.com  
Authorized Signature: [Signature]  
Authorized Name (printed): Tina VEHORN  
Title: Contracts Manager  
Date: 3-13-17

Notarized

Subscribed and sworn to before me this 13 day of March, 20 17  
Notary Public in and for the County of N/A State of DC  
My commission expires: 02/14/2021  
Signature: [Signature]



Tyler Walker  
Notary Public, District of Columbia  
My Commission Expires 2/14/2021

**Form P**



**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: Stanley Convergent Security Solutions Inc.

Questionnaire completed by: Scott Wulforst, Director of Business Development – State & Local Government

**Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)? NET 30
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.

States, Political subdivision or educational entities that have the authority, may finance their purchases. If financing is through a lease agreement, that lease agreement term is separate from the master agreement set forth and shall be between Stanley CSS and the purchasing entity.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

All purchase orders are processed through Stanley CSS' national accounts team. These orders are entered into Stanley CSS' estimating tool which is also linked to our CRM software. A work order is generated and tracked through this process. Stanley's NJPA administrator compiles the required information through these software's and creates the quarterly reports for NJPA.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, Stanley CSS accepts P-cards and there is no additional cost for using a P-card for payment.

**Warranty**

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor? Yes, when Stanley CSS completed a new installation. Stanley CSS' does not warrant box sales, the manufacturer warranty would be in effect.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage? Yes, when Stanley CSS has been requested to work on or service a customer's existing integrated security or fire alarm systems(s).
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? No.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair? No, currently when areas such as Alaska, Hawaii and U.S. Territories are concerned and where an installation has been completed, a warranty would be extended to the customer.



- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? Stanley CSS will only warranty parts and labor when Stanley CSS has performed the original installation. A separate service plan or extended warranty may be purchased separately.
  - What are your proposed exchange and return programs and policies? Stanley has a 30 day return policy. After 30 days and only when approval from the manufacture or original supplier has been given and Item maybe returned with a 25% restocking fee. Customer will also be responsible for shipping expenses if required. All products that are returned must be new, in original unmarked packaging, and have not been installed.
- 6) Describe any service contract options for the items included in your proposal. Stanley has many service contract options available to its customers. See the Excel pricing spreadsheet.

#### **Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Stanley CSS can provide a wide range of security products *and* value-added services that can protect state and local government, whether it be a single location or multiple locations. With offices across North America, we are the only true national security system integrator serving the U.S. and Canada, with global security capabilities.

STANLEY CSS offers a wide range of security systems. Our intrusion detection alarm systems can alert our monitoring centers to intrusions on your property, and with the addition of audio or video verification, they can lead to a priority police response and higher apprehension rate. With an access control system installed by our team, you can ensure authorized personnel have access to areas when needed, while preventing access by unauthorized personnel. STANLEY CSS' video surveillance solutions can monitor activity at your facility 24/7, recording to secure NVR;s and allowing you to remotely view feeds at any time or provide video documentation when needed. Our fire alarm systems provide information to both authorities and building occupants to help save lives in an emergency. When integrated, these systems can not only keep your facility secure, but also help give you peace of mind that your staff and assets are well protected.

Our professional technicians can integrate all types of security systems such as intrusion, access control, video surveillance, fire detection, and more into unified, integrated security solutions. Our team can develop effective solutions for facilities ranging from municipality buildings, and government facilities. In fact, we have degreed, certified, and highly skilled specialists, like those in our Software Solutions Group and our Convergence Center of Excellence, with 50+ years of combined experience developing complex integrated security systems for facilities such as airports, university campuses, and large complex facilities. Using tools like our innovative Commander Physical Security Information Management system (PSIM), STANLEY CSS can ensure that even the most expansive security systems can be easily managed by on-site teams. Our company also offers an industry-leading National Account Program with dedicated support personnel to suit the needs of businesses operating many facilities spread across North America. Our team is prepared to deliver an effective security solution for all NJPA eligible customer facility's, regardless of the complexity.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Stanley CSS has provided line item pricing. See the Excel pricing spreadsheet.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list. The List Prices represents approximately 5-25% discount from our commercial sales price.

10) The pricing offered in this proposal is

- ☐ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- ☒ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ d. other than what the Proposer typically offers (please describe).

11) Describe any quantity or volume discounts or rebate programs that you offer.

Stanley will provide volume discounts at 35K and 100k orders.

- 35k - 1%
- 100k - 2%

12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

Stanley will provide quote/estimate for products that are “open market” and that are not include in proposed NJPA pricing.

13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

None, all costs are in the proposed list price, with the exception of shipping.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Customer will be charged shipping for “boxsale” items, this will be at current shipping rates. Installation estimates will include shipping.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Stanley CSS utilizes domestic shipping companies when delivery of products are necessary to ship to Alaska, Hawaii, Canada, or any offshore location serviced by our branches.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Stanley uses it network of national branches as hubs and when available customers will have the ability to pick up products or when flexible and when available, Stanley service technicians or local support can deliver products directly.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Commented [WS1]: Tina, do we have language used for GSA?

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor’s sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member’s cost of goods. (See RFP Section 6.29 and following for details.) Stanley CSS proposes a 1% administrative fee

#### Industry-Specific Questions



**NOTE: You may have addressed some of the following questions elsewhere in your response. If so, please also answer these industry questions completely. Do not leave them blank.**

19) Describe any background checks that you require of employees and prospective employees. How do you vet those personnel that might have access to sensitive NJPA member information?

Hiring Human Resources makes employment offer that is conditional on passing Background Check and Drug Screen Process

- Asset Protection receives completed employment application, FCRA and MVR background check acknowledgements signed by candidate from hiring Human Resources
- Manager after conditional offer is extended to candidate. Asset Protection runs (1) SSN/EVerification, right to work INS-SSA check, and (3) Criminal Record check for every county of residence and work address on application.
- Nationwide Wanted Person check performed. Asset Protection also runs MVR check if position requires company/fleet vehicle.
- All candidates are E-Verified as required by U.S. Government.
- Asset Protection also runs MVR check if driving is an essential function of the position sought
- STANLEY Security HR Coordinator conducts employment verification (always), 10 panel drug screen, and education verification (if required for job) utilizing our vendor OpenOnline.

20) Articulate your process for screening and hiring contractor candidates.

All external hires are to apply to Job Postings that link to our Applicant Tracking System (ATS), BrassRing

- Candidates are reviewed by the HR Team based off of Basic Qualifications and Desired Qualifications
- Those fit the minimum qualifications are phone screened by the HR team.
- Those that are deemed the best fit passed along to hiring manager
- Those that are not are dispositioned in our ATS regarding why they are not a fit
- Manager interviews candidates based on recommendations
- HR Sends employment application for completion
- If the manager is interested in pursuing candidate, a salary is determined in conjunction with HR based on what is in budget, predetermined salary range, and market data
- Candidate is offered job verbally via HR and sent electronically via email.

21) What term better describes your company: national or regional? Please explain.

Stanley CSS is a Global Security Provider, and have had a well established National Account Program for over 80 years.

22) Describe the methods that you use to monitor and conform to prevailing wage rate requirements throughout the U.S.

A centralized team tracks prevailing wage requirements through weekly reports provided by our legal and local branch operations for all states where this is standard.

23) What reporting methods will you use to provide NJPA details on the service provided to our member agencies?

eServices with real time 24/7 accessibility will be available to NJPA. We can grant access to only NJPA or any member agencies of you're choosing. We also have the ability through report automation to keep NJPA in the know regarding our service delivery and specific details and documentations of all work performed. Weekly or bi-weekly meetings would be recommended to preserve transparency regarding our performance on your account and provide any necessary conflict resolutions.

24) What is your average response time for both routine and urgent agency requests?

75% are completed within one business day. Most within 48 hours. Urgent priority issues are treated accordingly and are typically handled with same day response. Depending on the time of day the issues is documented, a emergency grade response may be required and resolutions delivered after standard business hours. 24/7 technical assistance through our centralized team will also be available to all NJPA members.

25) How do you remain ahead of current trends regarding products and technology?

As part of SWK, Stanley Black and Decker, we are a innovation leader where it is part of our daily culture. We are challenged to develop a "breakthrough innovation culture" to identify and bring to market disruptive products and business models. Although we have a track record of excellent core innovation, opportunities exist to be even more radically innovative. Our focus is on coming up with the next major breakthrough in the industries we operate in,

26) Clearly describe your rate structure, and demonstrate how NJPA members can effectively determine their cost for your proposed solutions.

Please see attached price sheets.

27) How do you ensure that your prices are competitive?

We have full Procurement Teams and Product Development teams who assess the market and manage strategic relationships with all product partners.

Signature: Tina Vehorn Date: 03-13-17