

LAKE ARROWHEAD COMMUNITY SERVICES DISTRICT

MEMORANDUM

DATE: AUGUST 13, 2019

TO: BOARD OF DIRECTORS
Lake Arrowhead Community Services District

FROM:



NATALIE POTTER, Human Resources Manager



CATHERINE CERRI, General Manager

SUBJECT: CONSIDER APPROVING A CONTRACT WITH VALOR OF THE LAKE ALARMS, LLC FOR THE ACCESS CONTROL PROJECT.

A. RECOMMENDATION

Authorize the General Manager to execute a contract with Valor of the Lake Alarms, LLC (Valor) for the Access Control Project (Project) for their low responsive and responsible bid of \$181,630.04.

B. REASON FOR RECOMMENDATION

District staff conducted a detailed analysis to determine that Valor's solution was the best fit for the District. This selection will improve security and incorporate all District locations into a single remote access control software. The bid included the following scope of hardware, electric and wireless, as well as software.

District Location	Access Control Software	Electric Locks External	Electric Locks Internal	Handicap Automatic Door Opener	Roll Ups
Blue Jay Administration Building	X	5	4	1	0
Bernina Water Treatment Plant	X	10	0	0	1
Cedar Glen Water Treatment Plant	X	3	0	0	1
Grass Valley Water Treatment Plant	X	27	0	0	1
Willow Creek Wastewater Treatment Plant	X	6	0	0	1
Sub Total		51	4	1	4
Total					60

In May, District staff sent out to vendors a request for proposal for the Project and obtained the following bids:

VENDOR NAME	LABOR & EQUIPMENT Annual Service Plan	Technical Assistance Support	Installation	Additional Fees (labor, Eng. PM, Travel)	MONTHLY CHARGES Annual Service Charge	TRAINING Fee	TOTAL
Valor	\$ -	\$ -	\$ 181,630.04	\$ -	\$ -	\$ -	\$ 181,630.04
Stanley	\$ 24,987.48	\$ -	\$ 210,333.58	\$ -	\$ 5,551.56	\$ -	\$ 240,872.62
Climatec	\$ -	\$ -	\$ 152,280.70	\$ 144,816.35	\$ -	\$ 2,246.15	\$ 299,343.20

In addition, we evaluated the following vendor qualifications shown on the table below. Staff is recommending Valor of the Lake Alarms for their low responsive and responsible bid and because they have a local presence that the other vendors do not have as well as the attributes shown below.

Vendor Name	Selection Criteria							Totals
	Pricing	Familiarity with Community	Relevant Experience	Qualifications	Performance	Availability of Firm	Project Lead	
Valor	20%	10%	10%	10%	10%	5%	10%	55%
Stanley	10%	5%	10%	10%	5%	5%	5%	35%
Climatic	10%	5%	10%	10%	10%	10%	5%	45%

C. BACKGROUND INFORMATION

The District currently does not have a remote access control system and utilizes unidentified badges/keys. An individual security code will provide the District with

a monitored mechanical and electronic locks and master key system, exit devices, remote video and automatic door/entrance solutions.

Remote access control will give the District the ability to monitor and control access to District property while mitigating loss or theft.

D. FISCAL IMPACT

The fiscal impact for approving the contract will be \$181,630.04. This includes unlimited support and equipment. Funding will come from other water and wastewater system capital expenditures (110/210). This item was given a budget of \$500,000.

E. ENVIRONMENTAL IMPACT

There is no environmental impact.

F. ATTACHMENTS

Valor of the Lake Alarms LLC Proposal

VALOR OF THE LAKE ALARMS



Proposal for LACSD

6/6/2019

Provided by:

Trey Ursich

CEO Valor of the Lake Alarms

909-744-9200

VALOR OF THE LAKE ALARMS

Prices/ parts and labor:

60- Schlage wireless lock with engage technology

15- Schlage Gateway modules

8- Schlage door handle controllers

1000- Proxy key fobs

Labor- 120 hrs.

Total: \$181,630.04

If you give Valor Alarms all your alarm accounts, I can drop the costs to **\$175,630.04** and any upgrades or cell units will be paid for my Valor Alarms.

I hope you will consider this proposal and if you do decide to move forward, we can start as soon as possible.

Thanks-

Trey Ursich

CEO Valor of the Lake Alarms

Office 909-744-9200

Cell 310-819-2155





Addendum

DATE: 6/26/2019

LACSD

Good afternoon Natalie,

Below is a list of references which you had inquired about:

Meghan Hardin Griffith (909-273-7074)

Maria and Wayne Carter (909-273-0455)

Please note that the bid presented to you is all inclusive which means we will maintain the locks if they have issues at no charge. If an employee damages or you add additional locks then you will be responsible to pay the cost to install those.

Currently we have a list of projects going on:

Projects:

\$50,000 job in Cedar Ridge

Residential jobs in Palisades which includes CCTV and alarm

Smoke shop in Blue Jay

We just signed up Mountains community Hospital

Just to name a few. Currently we have 15 pending installs at the moment.

We have plenty of experience in doing this type of install, any additional parts will be paid for by Valor alarms.

Like we spoke about today, I suggest that the alarms come first. We do not need to wait for the thirty day notice to install. I recommend getting those done as soon as possible.

Trey Ursich

Valor of the lake alarms

909-744-9200

310-819-2155 cell

BENEFITS OF WIRELESS



Wireless solutions have transformed electronic access control—by reducing the deployment cost and thus increasing reach and enhancing security, convenience and efficiency. Yet many still only associate electronic hardware with exterior or high-security openings. Therefore, it's important to understand and communicate the value of networked electronic access control to end users.



Control

Electronic access control gives end users greater control over every connected opening, which means more command of their facilities as a whole. Users can configure locks, manage access rights and assign schedules from virtually anywhere. And greater control allows facilities to respond quickly in emergency situations.



Visibility

Electronic access control provides insights into what's going on inside the building. Users have access to audit trails and alerts. Real-time data and technology help them manage their facility as well as the staff or occupants within it.



Convenience

Customers can deliver a better user experience with electronic access control—especially with the adoption of wireless electronic locks on interior doors. When electronic access control is implemented throughout a facility, a single credential can provide a frictionless experience while users move from