

REQUEST FOR PROPOSALS

FOR

Lewis County Jail Door Control and Video

Surveillance Upgrade

OFFERED BY:

LEWIS COUNTY

DEPARTMENT OF INFORMATION TECHNOLOGY

351 NW North St.

Chehalis, WA 98532

Mailing Address:

351 NW North St.

Chehalis, WA 98532



STATEMENT OF QUALIFICATIONS

DETENTION SECURITY ELECTRONIC SYSTEMS 2022

SUMMARY

Accurate Electric Unlimited is an electrical contractor based in Vancouver Washington with a division known as Detention Security Electronic Systems. This division designs, builds, retrofits, and services new detention security electronic systems. They also upgrade existing systems, provide preventative maintenance services, and provide 24-hour emergency service responses. Our team is experienced in approximately seventy (70) detention facilities on the West Coast and Hawaii.

Starting in September 2016, Accurate Electric Unlimited (AEU) acquired several technicians and electricians that specialize in Detention Security Electronic Systems. Their cumulative depth of experience in detention security electronic systems is 75+ years. This team grew fast, starting with two (2) and now eight (8) personnel completing detention electronic systems work on a full-time basis; 2 Project Managers, 3 field foremen, 2 programmers, 1 Service Technician, and several installers.

We have several detention equipment suppliers made AEU distributors for the following product lines:

VICON: Premier CCTV manufacturer of detention quality CCTV systems and cameras. An industry standard in integrated detention systems since 1971.

HARDING INSTRUMENTS: The only manufacturer of Detention quality intercom systems and field intercom stations. Harding Instruments has two major systems for jails that AEU personnel are certified: DXI and DXL.

SIEMENS: Modicon PLC including Quantum, M340, and M221 series. All new AEU systems use Siemens PLC's

GE: Manufacturer of Programmable Logic Controllers (PLC) that is installed in a majority of the detention systems on the west coast and falls under service type projects.

INDUSOFT: Human Machine Interface (HMI) software that controls the overall integrated systems. While AEU services a myriad of other vendors, we have standardized on Indusoft.

PROJECT HISTORY

During the first year of AEU Detention Security Electronic Systems, we experienced market growth that exceeded expectations. We are proud to list the following recent major projects:

Columbia County Jail, St Helens, Oregon

New touch screen software retrofit and control room upgrade.

\$104,200 with no Change Orders

Contact: Lt Brooke McDowall 503-366-4645

Yamhill County Jail, McMinnville, Oregon

Complete Systems retrofit, door control, intercom, CCTV.

\$624,000 with only two (2) change orders.

Contact: Captain Richard Geist 503-434-7507

Linn County Jail, Albany, Oregon

Complete Systems retrofit, door control, intercom, CCTV.

\$510,220 with only two (2) change orders.

Contact: Captain Ted Langley 541-967-3958

References

Klamath County Jail, Klamath Falls, Oregon. Complete system retrofit, service, and maintenance agreement

- Kevin Kennel kkennel@klamathcounty.org

NORCOR Correctional, The Dalles, Oregon. Various system upgrades and service

- Bill Boyden bboyden@norcor.co.wasco.or.us 541-506-2921

Jackson County Juvenile, Medford, Oregon. Complete system retrofit, service, and maintenance agreement

- Joe Ferguson joe.ferguson@jacksoncounty.org 541-774-4833

Tillamook County Jail, Tillamook, Oregon – System restoration, service, and maintenance agreement

- Fernando Silvia 503-815-3321

Cowlitz County Juvenile and Jail – Preventative maintenance, service, and CCTV upgrades

- Lux Blain LuxB@co.cowlitz.wa.us

In 2021, AEU Service Technicians also completed 147 work orders with an average technician duration of 17.1-man hours. Of the 147 work orders, 14 were emergency responses.

Resources

AEU now has a fully staffed shop space where two large projects (\$100K to 1 million) can be completed simultaneously. AEU has specific manufacturer's equipment installed and operational as a test platform where we can duplicate problem conditions in our shop, evaluate, and have a repair procedure in place before we respond on site. We also have a fully equipped technician's bench where we troubleshoot equipment for repair fast and efficiently.

Accurate Electric Unlimited has the resources to complete new system installations, upgrades, and service responses without compromising other projects. We understand a major client complaint of other specialty detention electronic contractors using the same labor resources for installation and service work, which rarely works out for the client and the contractor!

Detention Security Electronics Systems "The Team"

John Longtin is the Senior Detention Systems project manager. His technical abilities include Vicon, Digital Sentry, Harding Instruments, PLCs, Modicon, Cimplicity, and Indusoft. John has been an electrical Project Manager for 31 years. His largest project top date is \$11 million dollars.

Karra Bailey-Pyke is AEU's Project Manager and Service Manager for Detention Systems. She has taken over the role of the Operations Manager for the Detention Security Electronics. In addition to that she is a Project Manager, Estimator, and the IT team technician for Accurate Electric. She has over 10 years of experience in Jail/Prison facilities. She also carries a Master's degree in Business Administration and is a graduate of Perry Technical Institute.

John Pachman is a Detention Project Systems Engineer starting with AEU in September 2019. John is experienced from 18 years working for Cornerstone Security (formerly ECS) as a Project Manager. John is assigned for the Spokane area market and provides engineering and programming support for the team on various projects.

Martin 'Troy' Clemans is the lead foreman for new installations and upgrade projects. Troy is an inside wireman that started his career with Oregon Electric Group as a control's electrician. He has worked on several projects including Intel in 1990's. In the coming years Troy migrated to control work in cell sites and control type service work. In 2011 Troy started with JSC as a service technician. Troy became a field service technician for detention security electronic systems and has worked in facilities in Washington, Oregon, California, and Hawaii. In August of 2016, Troy started with AEU.

Shirley Horton is also a lead foreman for new installations. Shirley started her career in 1997 as a Datacom technician. She was hired by Engineered Control Systems in 2003. She managed several detention systems projects up until 2011. Justice Systems Corporation recruited Shirley and quickly became the lead foreman. She was then hired by AEU in September of 2017 by AEU.

Darryl Lampert is AEU's Senior Programmer for all detention systems. Darryl's experience in detention systems engineering and programming is legendary, going back to 2006. Darryl is certified in Vicon, Harding Instruments, GE, and Indusoft. He is experienced with several other detention systems and an expert at networking configuration and troubleshooting. Darryl resides in Jerome, Idaho, while working for AEU since May of 2016. AEU invested heavily into remote access to our field technicians and our client sites. We have saved untold dollar amounts to clients using remote access for programming services.

Accurate Electric Unlimited

AEU is an electrical contractor based in Vancouver, Washington. AEU established in 2004. AEU is signatory to the International Brotherhood of Electrical Workers, IBEW local 48 in Portland, Oregon. Our average manpower is 45 electricians/technicians on our electrical construction group, and 8 electricians/technicians/installers for our Detention Security Electronics Systems group. Our overhead consists of our President and three office staff for traditional tasks of corporate support such as certified payroll-prevailing wage and scheduling. AEU also has a Senior Superintendent and three estimator/project managers.

AEU is licensed as a Contractor in the following states:

Washington: ACCUREU905ML

Oregon: CCB-191346 Oregon Contractors C638

Since our establishment we have not had, or involved with, any contractual litigation for any of our projects we have completed. No claims or judgements has been processed through any state contractors board or IBEW action boards.





May 17, 2022

Matthew Jaeger
Lewis County

Re: Accurate Electric, Inc.
Letter of Bondability

Mr Jaeger,

SureTec Insurance Company has established a surety program for Accurate Electric, Inc. Currently, Accurate Electric has access to a \$5,000,000 single project / \$10,000,000 aggregate bond program. We understand they are looking to be pre-qualified at this limit and we offer our recommendation.

Yet, final consideration of any requested bonds, and issuance thereof, would be made at the time of contract award, subject to review of the underwriting conditions at that time, and a review of the contract documents.

Markel Insurance Company and SureTec Insurance Company are both rated A (Excellent) by AM Best Company and we are on the US Department of Treasury's list of approved sureties for federal work (T-List).

Any arrangement for bonds required by contract is a matter between Markel Insurance Company or SureTec Insurance Company and our contract client Accurate Electric, Inc. and we assume no liability to you or third parties, if for any reason we do not execute final bonds.

Thank you and please feel free to contact me if I may be of assistance to you.

Regards,

A handwritten signature in black ink, appearing to read "Sean Flinn", with a stylized flourish at the end.

Sean Flinn
Attorney-in-Fact / Branch Manager
Markel Insurance Company
SureTec Insurance Company



PO BOX 871866
VANCOUVER, WA 98687
OFFICE # 360-567-3330
FAX # 360-567-3320
WA LISCENSE- ACCUREU905ML
OR LICENSE- C638
CCB- 191346

Date: 05/05/2022

RE: Lewis County Door Control Upgrade

Matt Jaeger

Thank you for considering Accurate Electric Unlimited with your upcoming project. This proposal letter is based on your request, and additional information provided by you.

Inclusions- 5-year Preventative Maintenance Contract/SLA for 24-hour response

PRICE.....\$ 519,996.00

Inclusions- 4-year Preventative Maintenance Contract/SLA for 24-hour response

PRICE.....\$ 503,996.00

Inclusions- 3-year Preventative Maintenance Contract/SLA for 24-hour response

PRICE.....\$ 487,996.00

Inclusions- 2-year Preventative Maintenance Contract/SLA for 24-hour response

PRICE.....\$ 471,996.00

Inclusions- 1 year Preventative Maintenance Contract/SLA for 24-hour response

PRICE.....\$ 455,996.00

Please feel free to contact me with any questions. You may reach me by email @ Karra@aeuinc.com, or on my cell at (360)831-1190.

Sincerely,

Karra Bailey-Pyke

Project Manager

If you accept this proposal and authorize work to begin, please sign, date and email or fax to 360-567-3320 for countersignature.
Signature of authorized representative for the buyer:

Printed Name: _____

Date: _____

PO #: _____

PROPOSAL SUMMARY SHEET

Name of Proposer: Accurate Electric Unlimited
Address: 600 SE Maritime Ave Suite 260
City, State, ZIP: Vancouver, WA 98661
Telephone: 360-567-3330
UBI or Contractor License # ACCUREU905ML OR: C638
CCB: 191346
Name of authorized representative of the above named company: Jordon Dixon

Title: President

Signature: Jordon Dixon

Lewis County Jail Door Control and Video Surveillance Upgrade Total Cost \$ 519,996.00

Itemized unit pricing

Item	Qty. Required	Price per Unit
1. Vicon	1	\$ 45,934.00
2. Graybar	1	\$ 70,000.00
3. ELO touchscreen	1	\$ 3,000.00
4. Dell Computers		\$ 10,000.00
5. Software		\$ 15,000.00
6.		
7.		