

## **Recommendation for New Contracts**

### **AEPA 025-E Security Solutions**

#### **RFPs received that were rejected PRIOR to Category Committee evaluation with cause for rejection:**

None

#### **RFPs received that were rejected DURING Category Committee evaluation with cause for rejection:**

CDW-G - Scored below 70 points on the RFP criteria evaluation.

[forward-edg.net](http://forward-edg.net) - Scored below 70 points on the RFP criteria evaluation.

Deledeo - Scored below 70 points on the RFP criteria evaluation.

Sonitrol Security Systems of Central New Jersey - Scored below 70 points on the RFP criteria evaluation.

#### **Methodology Used by the Committee for Determination:**

\_\_\_\_\_ Responsive and responsible Respondents(s) based on the attached RFP criteria.

#### **Vendor(s) recommended with reason for recommendation:**

School Specialty - Scored above 70 points on the RFP criteria evaluation

Centegix - Scored above 70 points on the RFP criteria evaluation

Bluebird - Scored above 70 points on the RFP criteria evaluation

SAS Halo - Scored above 70 points on the RFP criteria evaluation

South Western Communication - Scored above 70 points on the RFP criteria evaluation

#### **The below responses listed deviations and/or exceptions :**

N/A

#### **Proposed Motion:**

The Category Committee recommends AEPA reject the RFPs from:

CDW-G

[forward-edge.net](http://forward-edge.net)

Deledeo

Sonitrol Security Systems of Central New Jersey

#### **Proposed Motion:**

The Category Committee recommends the following responses for approval by AEPA:

School Specialty

Centegix

Bluebird

SAS Halo

## Committee Members

**Committee Chair – Name & Signature:** Kevin Benson *Kevin Benson*

**Committee Member:** Nita Werner

**Committee Member:** Dave Puyear

**Committee Member:** Craig Peterson

## Proposal Score Comments

### CDW Government LLC - Scoring Comments

#### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

#### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

#### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

#### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

#### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

#### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

#### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments

Craig Peterson	3 pts	Partially supported claim(s)	No evidence that products they offer meet specifications for this category. I do know they offer Video camera for surveillance and Verkada pricing was much better than Bluebird.
Kevin Benson	1 pts	Doesn't meet my expectations	Limited
Nita Werner	2 pts	Partially meets my expectations	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	30 pts	Partially supported claim(s)	Did not indicate categories and regions it could serve, Category Discounts 3.5% - 15%. No pricing for Categories Access Control, Crisis Alert, Perimeter Security, Surveillance Equipment. No pricing for Small, Medium, Large projects. Services pricing provided mainly for Cyber Security (Cloud, Threat Intelligence, Incident Response.  I do know they offer Video camera for surveillance and Verkada pricing was much better than Bluebird.
Kevin Benson	25 pts	Partially meets my expectations	incomplete pricing, 3-15% discount
Nita Werner	25 pts	Partially supported claim(s)	Products do not fit the SoW

Dave Puyear	30 pts	Partially fits desired attributes	na
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#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	2 pts	Partially supported claim(s)	No evidence of product offered in this category.
Kevin Benson	3 pts	Partially meets my expectations	aggressive product list outside of bid.
Nita Werner	4 pts	Well-supported claim(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Equal to or lower
Kevin Benson	3 pts	Partially meets my expectations	8 other cooperatives.
Nita Werner	2 pts	Medium level of detail in response	Will not pursue AEPA first choice cooperative
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-5 - Quality and Suitability of Products Offered - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Other	Unable to ascertain products being offered in this category match with the specifications.
Kevin Benson	3 pts	Partially meets my expectations	products offered outside the scope of the RFP.

Nita Werner	2 pts	Partially supported claim(s)	Many products are better under technology category while others were not within the SoW
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Marketing plan provides many details with AEPA track record marketing the technology catalog
Kevin Benson	5 pts	Meets or exceeds my expectations	Solid
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Sales in all member states
Kevin Benson	5 pts	Meets or exceeds my expectations	Financially solid.
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	past history with AEPA

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Known performance from other AEPA contract
Kevin Benson	5 pts	Meets or exceeds my	Strong sales with AEPA.

		expectations	
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	past history with AEPA

A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Valuable product reseller, Financial stability, Education has a dedicated channel, longevity in industry, Supply Chain security, vendor-neutral solutions provider
Kevin Benson	3 pts	Partially meets my expectations	quick shipping options.
Nita Werner	0 pts	Doesn't meet my expectations	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

## School Specialty LLC - Scoring Comments

### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my	Response was very

		expectations	detailed.
Kevin Benson	5 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	50 pts	High level of detail in response	Can Serve 8 of 8 regions in all Categories (Crisis Alert, Access Control, Surveillance, Perimeter). Category discounts include 1%-17%. No comparable pricing found for Midland items. Securitech and CEIA pricing is lower for this solicitation than School Specialty's current pricing. Not all School Specialty SKU numbers are searchable in punchout.
Kevin Benson	55 pts	Meets or exceeds my expectations	1-17% discount
Nita Werner	52 pts	Meets or exceeds my expectations	Variety manufacturers for greater product selections
Dave Puyear	50 pts	Well-supported claim(s)	na

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	No known deviations or exceptions
Kevin Benson	5 pts	Meets or exceeds my expectations	Complete

Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

**A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Equal to or lower
Kevin Benson	3 pts	Partially meets my expectations	No additional
Nita Werner	4 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

**A-5 - Quality and Suitability of Products Offered - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Strongly fits desired attribute(s)	Good Selection of product
Kevin Benson	5 pts	Meets or exceeds my expectations	Multiple solutions
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

**A-6 - Marketing Plan - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Strongly fits desired attribute(s)	School Specialty's track record with AEPA meets and/or exceeds expectations in the area of Marketing.
Kevin Benson	4 pts	Meets or exceeds my	Marketing department.

		expectations	
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Proven financial viability through previous business with AEPA
Kevin Benson	5 pts	Meets or exceeds my expectations	Financially strong.
Nita Werner	4 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	4 pts	Well-supported claim(s)	Long History with AEPA

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Provided dollar amounts across all sectors
Kevin Benson	5 pts	Meets or exceeds my expectations	Strong sales in marketplace across various markets.
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	4 pts	Well-supported claim(s)	Long history with AEPA

#### A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	National installers, Project by Design Services, Professional Development, Subject

			Matter experts, Free Freight
Kevin Benson	4 pts	Meets or exceeds my expectations	Many products available.
Nita Werner	3 pts	Partially meets my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

www.forward-edge.net - Scoring Comments

Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	Technicality - Cyber Security missing page for initial Federal certifications, category committee will follow up.

Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	1 pts	Incomplete response	No pricing in F.2 "See Catalogue - to be provided post award."
Kevin Benson	3 pts	Partially meets my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	0 pts	Incomplete response	F.2 was a required Price Schedule that the vendor did not include. Can Serve 2 of 8 regions (Regions 1,2,6,7 and 8 not represented) in Access Control and Surveillance categories. Discounts 5%-53%. No pricing given in F.2 comments "See Catalogue - to be provided post award." Eliminate for not providing pricing.
Kevin Benson	50 pts	Meets or exceeds my expectations	10-53% discount
Nita Werner	50 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	30 pts	Medium level of detail in response	na

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments

Craig Peterson	3 pts	Partially fits desired attributes	Only serving Regions 3,4, and 5
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

**A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	2 pts	Medium level of detail in response	"Cooperative contracts prohibit more advantageous pricing available via other sales vehicles", this statement reflects that they don't see the value in a cooperative agreement
Kevin Benson	3 pts	Partially meets my expectations	Package pricing
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Medium level of detail in response	na

**A-5 - Quality and Suitability of Products Offered - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Medium level of detail in response	2 out of 4 categories that they are able to provide.
Kevin Benson	4 pts	Strongly fits desired attribute(s)	Solid
Nita Werner	4 pts	Strongly fits desired attribute(s)	NA

Dave Puyear	3 pts	Medium level of detail in response	na
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#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially meets my expectations	Only list 3 initial email campaigns, no on going.
Kevin Benson	4 pts	Meets or exceeds my expectations	Conference schedules.
Nita Werner	4 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Medium level of detail in response	Very little financial data or knowledge of sales beyond 3 regions.
Kevin Benson	4 pts	Meets or exceeds my expectations	Financially sound
Nita Werner	4 pts	Well-supported claim(s)	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially meets my expectations	Provided dollar amounts across K-12 sector but was lacking in the others
Kevin Benson	4 pts	Meets or exceeds my expectations	Strong sales
Nita Werner	4 pts	Well-supported claim(s)	NA

Dave Puyear	3 pts	Partially supported claim(s)	na
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A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Strongly fits desired attribute(s)	Provides Educational K-12 applications
Kevin Benson	2 pts	Partially meets my expectations	No added
Nita Werner	3 pts	Mostly complete response	NA
Dave Puyear	3 pts	Medium level of detail in response	na

## Deledao - Scoring Comments

### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Well-supported claim(s)	Meets expectations

Kevin Benson	4 pts	Other	Complete
Nita Werner	2 pts	Partially supported claim(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	55 pts	Meets or exceeds my expectations	Pricing has stayed consistent with 2021 pricing
Kevin Benson	30 pts	Partially meets my expectations	5% discount, software only available with other vendors.
Nita Werner	30 pts	Mostly complete response	NA
Dave Puyear	10 pts	Doesn't meet my expectations	Costs for limited regions only

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Strongly fits desired attribute(s)	No known deviations or exceptions.
Kevin Benson	4 pts	Other	Complete
Nita Werner	5 pts	High level of detail in response	NA
Dave Puyear	2 pts	Partially supported claim(s)	limited regions

#### A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Mostly complete response	Equal but not lower

Kevin Benson	3 pts	Partially meets my expectations	Only covers one region
Nita Werner	4 pts	Well-supported claim(s)	NA
Dave Puyear	2 pts	Partially supported claim(s)	limited regions

#### A-5 - Quality and Suitability of Products Offered - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially meets my expectations	Limited product offering.
Kevin Benson	4 pts	Meets or exceeds my expectations	Good product
Nita Werner	4 pts	High level of detail in response	NA
Dave Puyear	2 pts	Partially supported claim(s)	limited regions

#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Has a marketing plan
Kevin Benson	4 pts	Meets or exceeds my expectations	Solid
Nita Werner	3 pts	Partially fits desired attributes	Utilizes vendors already available to AEPA
Dave Puyear	2 pts	Partially supported claim(s)	limited regions

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	subscription customers in every member state and 6 countries

Kevin Benson	3 pts	Partially meets my expectations	Poor sales on last AEPA contract.
Nita Werner	5 pts	Well-supported claim(s)	NA
Dave Puyear	2 pts	Partially supported claim(s)	na

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially meets my expectations	Sales appear to be only in K-12 and amounts aren't as expected
Kevin Benson	3 pts	Partially meets my expectations	Poor sales with AEPA
Nita Werner	2 pts	Partially fits desired attributes	NA
Dave Puyear	5 pts	Well-supported claim(s)	limited regions/areas only

#### A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Have a different approach to filtering utilizing AI
Kevin Benson	0 pts	Doesn't meet my expectations	N/A
Nita Werner	0 pts	Doesn't meet my expectations	NA
Dave Puyear	2 pts	Partially supported claim(s)	limited regions

34ED LLC, d/b/a CENTEGIX - Scoring Comments

Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my	Provided all requested

		expectations	information,
Kevin Benson	5 pts	Meets or exceeds my expectations	Complete response.
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	High level of detail in response	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	45 pts	Strongly fits desired attribute(s)	Included both F.1 Category Discounts (listed discounts as N/A) and F.2 price schedule. 3 year term required as Comments in F.2. Can serve all 8 regions in the Crises Alert category only. Discount percentages are 0%, 13-17%, 12%, 17%, 20% on varying line items. No responses on F.2A for Small, Medium and Large project examples. Prices don't include Design, Installation/Uninstall or Implementation services. Volume discounts based on District wide purchase and number of sites within district. If site is prevailing wage or Davis-Bacon then cost would increase 200-270%
Kevin Benson	55 pts	Meets or exceeds my expectations	13% plus discount.
Nita Werner	40 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	50 pts	Well-supported claim(s)	na

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	No known deviations or exceptions.
Kevin Benson	5 pts	Meets or exceeds my expectations	Bid terms and conditions met.
Nita Werner	4 pts	Well-supported claim(s)	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Equal to or lower
Kevin Benson	5 pts	Meets or exceeds my expectations	Equal to or better.
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	5 pts	Well-supported claim(s)	na

#### A-5 - Quality and Suitability of Products Offered - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Centegix is known for its innovative safety solutions, particularly its CrisisAlert system, which is widely adopted in schools and other institutions across the U.S.
Kevin Benson	5 pts	Meets or exceeds my expectations	Product proven to save lives.
Nita Werner	5 pts	Meets or exceeds my expectations	NA

Dave Puyear	4 pts	Well-supported claim(s)	na
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#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Impressive collateral was included with Marketing Plan
Kevin Benson	4 pts	Strongly fits desired attribute(s)	Solid plan.
Nita Werner	5 pts	Well-supported claim(s)	NA
Dave Puyear	5 pts	Strongly fits desired attribute(s)	Well designed

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Sales in many states
Kevin Benson	5 pts	Well-supported claim(s)	Financially stable.
Nita Werner	5 pts	High level of detail in response	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	High level of detail in response	Provided dollar amounts across all sectors
Kevin Benson	4 pts	Well-supported claim(s)	Good sales/customer service track record.
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Nationwide company, K-12 Primary business, 100% Sales growth for third year, compatible/integrates with other safety solutions
Kevin Benson	3 pts	Partially meets my expectations	Some value added attribute
Nita Werner	4 pts	High level of detail in response	NA
Dave Puyear	4 pts	Well-supported claim(s)	na

## Bluebird - Scoring Comments

### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired	Did not disclose sales

		attribute(s)	numbers, revenue metrics or financials
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	4 pts	High level of detail in response	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	25 pts	Partially meets my expectations	Can serve all Regions in all Categories (Crisis Alert, Access Control??, Surveillance, Perimeter). Compared pricing against CDW-G punchout pricing under the AEPA. Technology catalog and all pricing was higher than the CDW-G Technology catalog pricing. Additional 1-5% volume discounts based on tiers. Scoping/Design fees additional but may be waived depending on size of project.
Kevin Benson	55 pts	Meets or exceeds my expectations	12% discount, 2% better to AEPA.
Nita Werner	50 pts	Meets or exceeds my expectations	Discount is good range for security and only response to have better pricing over other cooperatives or individual purchases.
Dave Puyear	45 pts	Well-supported claim(s)	na

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Well-supported claim(s)	No known deviations or exceptions
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Medium level of detail in response	na

A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	"It is our lowest current GPO pricing available"
Kevin Benson	5 pts	Meets or exceeds my expectations	2% better for AEPA
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

A-5 - Quality and Suitability of Products Offered - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Bluebird specializes in providing physical security solutions, with a focus on cloud-based systems through partnerships with leading companies like Verkada. Verkada is widely praised for its cloud-managed security products, which include video surveillance cameras, access control

			systems, air quality sensors, and alarms.
Kevin Benson	4 pts	Meets or exceeds my expectations	Range of products.
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Well-supported claim(s)	Marketing plan talks about what they have done in the past, not how they will market to the AEPA members.
Kevin Benson	4 pts	Well-supported claim(s)	Solid
Nita Werner	4 pts	Strongly fits desired attribute(s)	Full service for all States
Dave Puyear	4 pts	Well-supported claim(s)	na

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Sales in all states except Alaska and Hawaii
Kevin Benson	1 pts	Incomplete response	No information.
Nita Werner	4 pts	High level of detail in response	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments

Craig Peterson	1 pts	Missing / mismatched attributes	As a private company we are unable to disclose sales number, revenue metrics or financials
Kevin Benson	3 pts	Medium level of detail in response	Customer reviews.
Nita Werner	4 pts	Well-supported claim(s)	Na
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Mostly complete response	Did not list any in questionnaire. Educational installs and support. One platform (Verkada) to support
Kevin Benson	4 pts	Well-supported claim(s)	2% additional discount for AEPA.
Nita Werner	4 pts	Well-supported claim(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

## SAS HALO, Inc. - Scoring Comments

### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my	Recommend for award -

		expectations	unique solution for all categories
Kevin Benson	5 pts	Meets or exceeds my expectations	Complete
Nita Werner	4 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	50 pts	Strongly fits desired attribute(s)	Product offered not comparable to other vendor solutions.
Kevin Benson	55 pts	Meets or exceeds my expectations	20% discount
Nita Werner	52 pts	Meets or exceeds my expectations	NA
Dave Puyear	30 pts	Partially supported claim(s)	na

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	No known deviations or exceptions.
Kevin Benson	5 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	"offering AEPA members the lowest pricing"
Kevin Benson	5 pts	Meets or exceeds my expectations	Discount to AEPA customers.
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-5 - Quality and Suitability of Products Offered - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Unique set of safety products
Kevin Benson	5 pts	Meets or exceeds my expectations	Unique offering.
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Medium level of detail in response	Was looking for how they would market to AEPA members, provided a resume for key positions in company
Kevin Benson	4 pts	Meets or exceeds my expectations	Use of educational associations.
Nita Werner	5 pts	High level of detail in response	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	1 pts	Doesn't meet my expectations	No reported sales to date
Kevin Benson	1 pts	Doesn't meet my expectations	No sales data available.
Nita Werner	4 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	1 pts	Missing / mismatched attributes	No amounts across all sectors
Kevin Benson	2 pts	Partially meets my expectations	No direct record, but individuals associated with the company have many relationships and a record of success.
Nita Werner	5 pts	High level of detail in response	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

#### A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially supported claim(s)	No listing of value added attributes other than goal for student safety.
Kevin Benson	4 pts	Meets or exceeds my expectations	Additional security products.

Nita Werner	3 pts	Mostly complete response	NA
Dave Puyear	3 pts	Partially supported claim(s)	na

## South Western Communications, Inc. - Scoring Comments

### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially fits desired	Can provide service to

		attributes	only 6 of the 8 regions
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	40 pts	Strongly fits desired attribute(s)	Can Serve 6 of 8 regions (Regions 1, 8 not represented) in all Categories (Crisis Alert, Access Control, Surveillance, Perimeter). Category Discounts 1%-25%. Compared pricing against CDW-G punchout pricing under the AEPA Technology catalog and Manufacturer Hanwha pricing was higher than the CDW-G Technology catalog pricing. South Western Communications has many other manufacturers that CDW-G does not carry. No Example project pricing given in F.2A (Small, Medium, Large). No Volume discounts.
Kevin Benson	50 pts	Meets or exceeds my expectations	5-38% Discount
Nita Werner	50 pts	Meets or exceeds my expectations	NA
Dave Puyear	25 pts	Medium level of detail in response	na

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Well-supported claim(s)	Pricing not as competitive to current contracts for technology products, Services Ok
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	same or lower than other similarly sized purchasing cooperatives
Kevin Benson	4 pts	Meets or exceeds my expectations	2 Co-ops.
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-5 - Quality and Suitability of Products Offered - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Good selection of products offered.
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	High level of detail in response	NA

Dave Puyear	3 pts	Medium level of detail in response	na
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#### A-6 - Marketing Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	5 pts	Meets or exceeds my expectations	Provides current examples in working with current Cooperatives (Kansas Greenbush)
Kevin Benson	3 pts	Partially meets my expectations	No created materials
Nita Werner	5 pts	Strongly fits desired attribute(s)	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially meets my expectations	Sales in 6 member states with only 30% of sales with public entities
Kevin Benson	5 pts	Meets or exceeds my expectations	Financially sound
Nita Werner	4 pts	High level of detail in response	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Other	Provided dollar amounts across all sectors but not at the level others have. strong in Higher Ed and

			Municipalities
Kevin Benson	5 pts	Meets or exceeds my expectations	Strong sales
Nita Werner	4 pts	High level of detail in response	NA
Dave Puyear	3 pts	Medium level of detail in response	na

#### A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	7 day 365 day support
Kevin Benson	1 pts	Doesn't meet my expectations	Minimal
Nita Werner	3 pts	Mostly complete response	NA
Dave Puyear	3 pts	Medium level of detail in response	na

## Sonitrol Security Systems of Central New Jersey - Scoring Comments

### Part D - Questionnaire - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part E - Signature Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Part F - Pricing Workbook - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Bid Security - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Category Specific Requirements - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### Responsiveness Check - Send to Category Committee for Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	Pass	Meets the requirement(s)	N/A

### A-1 - Complete Response to Bid - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	1 pts	Poor level of detail in	Lacking ability to serve

		response	multiple regions, pricing F.2 was missing and is required
Kevin Benson	4 pts	Other	complete
Nita Werner	5 pts	Well-supported claim(s)	NA
Dave Puyear	1 pts	Unsupported claim(s)	very limited service/regions

#### A-2 - Cost Evaluation - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	0 pts	Incomplete response	F.2 was a required Price Schedule that the vendor did not include. Eliminate vendor based on no F.2 and the fact they will only serve 1 Region to include NJ
Kevin Benson	25 pts	Partially meets my expectations	Limited availability
Nita Werner	45 pts	Well-supported claim(s)	NA
Dave Puyear	10 pts	Unsupported claim(s)	very limited national service/regions

#### A-3 - Conformance to Bid Terms and Conditions - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	1 pts	Incomplete response	F.2 was a required Price Schedule that the vendor did not include. Eliminate vendor based on no F.2 and the fact they will only serve 1 Region to include NJ
Kevin Benson	4 pts	Strongly fits desired attribute(s)	Complete
Nita Werner	5 pts	High level of detail in response	NA

Dave Puyear	1 pts	Unsupported claim(s)	very limited regions/service
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**A-4 - Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Equal to or lower
Kevin Benson	3 pts	Partially fits desired attributes	Limited regions
Nita Werner	5 pts	Meets or exceeds my expectations	NA
Dave Puyear	1 pts	Unsupported claim(s)	limited regions

**A-5 - Quality and Suitability of Products Offered - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	4 pts	Strongly fits desired attribute(s)	Provides installation of Burglar/Fire Alarm, Facility Access and Monitoring systems
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	5 pts	High level of detail in response	NA
Dave Puyear	1 pts	Unsupported claim(s)	limited regions

**A-6 - Marketing Plan - Reviewer Scores**

Reviewer	Score	Reason	Comments
Craig Peterson	0 pts	Poor level of detail in response	Referenced in the first sentence another Cooperative and not AEPA. "Advantage/Sonitrol is accepted into the HCESC"

Kevin Benson	0 pts	Doesn't meet my expectations	No Materials, 1 region.
Nita Werner	2 pts	Partially meets my expectations	NA
Dave Puyear	1 pts	Unsupported claim(s)	limited regions

#### A-7 - Financial Viability - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	2 pts	Partially fits desired attributes	Minimal sales with only 2 states (1 member state) showing any sales.
Kevin Benson	4 pts	Meets or exceeds my expectations	Complete
Nita Werner	4 pts	Well-supported claim(s)	NA
Dave Puyear	1 pts	Unsupported claim(s)	limited info based on small service area

#### A-8 - Demonstrated Track Record of Performance in the Public Marketplace - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	3 pts	Partially fits desired attributes	Amount of sales across all sectors lacking
Kevin Benson	2 pts	Partially meets my expectations	Sales from only 1 region
Nita Werner	2 pts	Partially supported claim(s)	NA
Dave Puyear	1 pts	Unsupported claim(s)	limisted info-small service area

#### A-9 - Value Added attributes - Reviewer Scores

Reviewer	Score	Reason	Comments
Craig Peterson	0 pts	Doesn't meet my expectations	No value added service, only 1 Region to be served

Kevin Benson	0 pts	Doesn't meet my expectations	No value added
Nita Werner	2 pts	Partially meets my expectations	NA
Dave Puyear	1 pts	Unsupported claim(s)	na

