	Baker Mechanical, Inc	Astra Security	Communication Innovators, Inc	Per Mar Security	Control Installations of Iowa	Proline Development Inc.	Curve Communications Inc	Excel Mechanical	High Point Networks	Electronic Engineering Company
Response Notes										
Questions										
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Group 1: Form of Bid										
1.1 Enter the Bidder's contact name, telephone number, email address, and shipping address for questions regarding this solicitation.	Baker Mechanical, dba Baker Group Matt Minnick, Automation Preconstruction Manager (c) 515-371-7309, (o) 515-262-4000 minnickm@thebakergroup.com 1600 Southeast Corporate Woods Drive, Ankeny, IA 50021	Astra Security (Mike Tamashunas)	COMMUNICATION INNOVATORS Contact: Chris Barr Cell Number for RFB Questions: 515.710.9220 PO Box 57037- BILLING 1301 NE 56th St. - SHIPPING 1401 NE 56th St. - Administration Pleasant Hill, IA 50317 Pleasant Hill, IA 50327 Pleasant Hill, IA 50327 Office 515.262.768 Locate On Call 515.264.7599 Ext. 599 Fax 515.262.7896 Toll Free 1.800.424.5168 Toll Free Fax- 1.800.297.7896 Dispatch 515.263.1878 Dispatch Group x291 ALWAYS Toll Free Dispatch1.800.538.1878	John Blough; 563-210-3648; jblough@permarsecurity.com; 3001 99th Street, Urbandale, IA 50322	Basepoint Building Automations (Abe Wolfe) 515-371-0019 awolfe@basepointba.com 6200 Thornton Ave, Des Moines, IA 50321	Mike Brunsman 513-314-9926 email : mike.brunsman@prolinetechnology.net Proline Technology, 6507 Harrison Ave. Suite A, Cincinnati, OH. 45247	Tyler Woodsmall 319-572-2430 tylerw@techsolutionsiowa.com 1710 Hawkeye Dr, Hiawatha, IA 52233	Cory Gray 515-288-1450 Cgray@excelmechanical.net 5613 Ne 22nd st Des Moines Iowa, 50313	Alex Mead Mobile: 712-560-6245 alex.mead@highpointnetworks.com 705 Indian Ridge Dr, Waukee, IA 50263	Andy Richardson 515-240-1100 arichardson@callee.com 1100 Keo Way Des Moines, IA 50323
1.2 Enter the Bidder's State or Foreign Country of Residence.	Iowa	United States	Iowa	Iowa	IA	Ohio	Iowa	Iowa	Iowa	Iowa
1.3 Bidder shall enter the Resident Preference given by the State or Foreign Country of the Bidder's residence. Enter the resident preference in the text box or indicate "no preference".	No Preference	No Preference	Iowa	Iowa	No preference	No preference	No	Iowa	No preference	No preference
1.4 Enter the number of years the Bidder has been in business in the text box.	63.00	13.00	37.00	72.00	43.00	14.00	15.00	33.00	23.00	80.00
1.5 Enter the number of years of experience the Bidder has with providing the types of goods and/or services sought by the solicitation.	20	10	20	42	43	14	15	18	15	20
1.6 Describe the level of technical experience in providing the types of goods and/or services sought by the solicitation. Enter the information in the the text box or upload a document to the Vendor Attachments Section and enter "see attached" in the text box.	Baker Group has been in the security industry since the 1990s and has been a growing industry leader in the market since then. Baker Group houses security resources in both Central Iowa and Eastern Iowa. Baker Group's security technician manpower pool currently sits around 15 individuals between central Iowa and eastern Iowa. Baker Group also has Security System Engineers and Low Voltage Electricians in house allowing Baker Group to be a full turn key security system contractor.	We have been installing Access Control for 10 years all around Iowa	"see attached"	Field technicians go through manufacturer's product certification and monthly training courses. Technicians who show initiative can pass additional certifications to become Master Technicians and become leaders amongst their peers. Corporate product engineers support our field technicians, and manufacture engineers support our corporate staff. We believe very much in a team approach when it comes to learning and mastering the evolving security industry.	Basepoint has extensive technical experience in the design, installation, programming, integration, commissioning, and ongoing support of electronic security systems, including access control, video surveillance, intrusion detection, intercom, and related low-voltage infrastructure systems. Our team has experience delivering both new construction and retrofit projects across commercial, industrial, healthcare, education, municipal, and critical infrastructure environments. Services routinely include system design coordination, device layout development, head-end/server configuration, controller and field hardware installation, network coordination with customer IT departments, database programming, credential management, testing/commissioning, end-user training, and long-term maintenance/support. Basepoint personnel have experience with industry-leading access control and security platforms including Genetec Security Center, LenelS2 NetBox, Schneider Electric Security Expert/Access Expert, Milestone XProtect, Axis Communications, Mercury-based controller architecture, HID Global credential/readers, ASSA ABLOY and Allegion locking hardware, and integrated video/intercom solutions.	Proline has a large and talented installation team. All of our Technicians are manufacturer certified for the products they install. Currently Proline has over 42 technicians and all of the products we submitted we have certified techs.	Tech Solutions has been providing goods and services for access control for over 11 years.	Excel Mechanical is capable of providing the following services statewide: Access Control Card reader systems Mobile credential systems Cloud-managed access control Door hardware integration Electric strikes and maglocks Elevator access control Multi-site administration Visitor management integration Video Surveillance IP camera systems Cloud video surveillance Video analytics Remote monitoring Video retention/storage systems Camera replacement and upgrades Infrastructure CAT6/CAT6A structured cabling Fiber optic backbone systems MDF/IDF buildouts Network switching Wireless connectivity UPS and low-voltage power systems Service & Support Preventative maintenance Emergency service response Troubleshooting and diagnostics System expansion Firmware and software updates Lifecycle replacement planning	We have the highest level of partnerships with both Axis Communications and Genetec. That means we have the top certifications, along with the highest discount. We are able to completed projects from start to finish with the manufacturers help.	Technical Experience: Electronic Engineering Company Overview & Manufacturer Partnerships Electronic Engineering (EE) is a premier provider of integrated security and communication solutions with a specialized focus on the Genetec Security Center platform. As an authorized Genetec and HID partner, our technical team possesses the advanced certifications required to design, deploy, and maintain unified systems that converge access control (Synergis) and IP video (Omnicast). We are experts in implementing high-security credentialing standards, specifically HID Seos technology, ensuring secure encrypted handshakes and OSDP communication across all state facilities. EE provides 24/7 emergency technical support with a guaranteed on-site response time of less than 4 hours for all critical State of Iowa infrastructure locations. Technical Proficiency & Specialized Services EE offers a unique breadth of technical experience that extends beyond standard security installation: Unified Access Control: Extensive experience with Genetec Synergis Cloud Link and Mercury hardware, including the configuration of complex reader behaviors, custom bit formats, and multi-technology credential environments. Infrastructure & Communications: Decades of experience in wireless infrastructure, including antenna mast installations, repeater enclosures, and complex RF environments—ensuring that security hardware remains connected and resilient. Data Migration & Systems Integration: Our technical team is proficient in bridging the gap between legacy data and modern platforms. We have successfully led projects migrating operational data from legacy trackers (e.g., Smartsheet) into enterprise Salesforce environments to streamline technical asset management and reporting. Iowa-Based Resources & Reliability As an Iowa-based company, Electronic Engineering is uniquely positioned to support the State: Local Footprint: With multiple service locations across Iowa, we provide the State with unmatched response times and a fleet of certified technicians ready for on-site support. Licensing: EE maintains all necessary Iowa Department of Public Safety alarm licenses and contractor registrations required for state-level procurement. Proven Track Record: We have a history of successful deployments for municipal and commercial entities across the Midwest, specializing in technical site builds that require high-level coordination and security hardening.
1.7 List all goods and/or services similar to those sought by this solicitation that the Bidder has provided to business or government entities. Fill out the text box or upload a document to the Vendor Attachments Section and enter "see attached" in the text box.	Mechanical Service Electrical Service Structured Cabling Building Automation Construction & Building Automation Service Technology Services (Access Control, CCTV, Fire Alarm Services, etc.)	We do Security Systems, Cameras and Access Control. Hopefully soon we will also do commercial fire. We do not work with any of the products you had listed on the prerequisites page. We use Alarm.com which does come with a monthly cost, but we could flat rate that cost for up front if that is a deal breaker.	"see attached"	Access Control, Video Surveillance, Intrusion Alarm, Fire Alarm, Video Monitoring, Dedicated Network Access, Intercom System, Security Guard Services, Mobile Surveillance Trailers, Background Checks, Mobile Patrol, mass notification. Any product/service that falls under security & life safety; supported by our Five Diamond Certified In-House Monitoring Center. Local-on-prem systems and cloud hosted systems both available.	Basepoint has provided electronic security and low-voltage system solutions similar to those requested in this solicitation for commercial, industrial, municipal, educational, healthcare, and private sector customers. Services and systems provided include: Access control systems: Multi-door and multi-site access control deployments Card reader, controller, and credential management systems Cloud-based and on-premises access control platforms Integration of wireless and hardwired locking hardware Elevator, gate, overhead door, and interlock control integrations Video surveillance systems: IP-based camera system design and installation Video management system (VMS) deployment and configuration Server/storage implementation and retention configuration Camera analytics, monitoring, and remote viewing solutions Intrusion detection and alarm systems: Burglar alarm and duress systems Monitoring integration and alarm notification configuration Door position, motion detection, and perimeter security systems Intercom and communication systems: IP intercom and video intercom systems Door release and visitor management integrations Emergency communication and call station systems Security system integrations: Integration between access control, video, intrusion, and building systems Mercury-based controller implementations Integration with third-party software and network infrastructure Database migrations and legacy system cutovers Infrastructure and support services: Structured cabling and low-voltage infrastructure Fiber and network-connected security device deployments System commissioning, testing, and training Preventative maintenance and ongoing technical support Basepoint has experience working in Hospital facilities, coordinating with owner IT departments, general contractors, electrical contractors, and facility personnel to deliver secure, scalable, and maintainable electronic security solutions.	We have filled out the bid document with all the items we carry. Please reference that document.	Tech Solutions has provided and installed Access Control equipment including DNA Fusion, 3xlogic, Bosch Intrusion, Axis, Unifi, Honeywell. Door King access control and door entry; along with Aiphone door entry. Electronic locking hardware including Dynalock, Assa Abloy, Von Duprin and Securitron. Access control equipment by HID. Cornell Nurse Call. Video surveillance systems Avigilon and Hanwha Vision. Sound masking and AV by Lencore and JBL.	Access Control & Security Aiphone Altronix ASSA ABLOY Bosch Brivo Eagle Eye Networks Honeywell Motorola Solutions / Pelco Verkada Viking Electronics Video Surveillance & Networking Axis Communications Ubiquiti	All goods and services listed within this RFP have been provided to business or government entities.	Comprehensive Line-Card & Manufacturer Expertise Electronic Engineering (EE) possesses extensive technical experience deploying, integrating, and servicing the exact enterprise security brands sought by this solicitation. We maintain direct manufacturer partnerships and factory-certified technical teams for the following key product lines featured in our cost proposal: Unified Access Control & Video: Genetec (Synergis/Omnicast Platform Hardware & Core Licenses). IP Surveillance & Analytics: Axis Communications, Avigilon, and Bosch Security Systems. Advanced Identity & Credentialing: HID Global (including modern Seos and Signo reader architectures utilizing OSDP protocols). Smart Access & Wireless Locking: Salto Systems and ButterflyMX smart entry solutions. Scope of Technical Services & Delivery Personnel Our operational framework directly aligns with the Indefinite Delivery/Indefinite Quantity (IDIQ) task-order structure of this contract. EE provides factory-trained personnel to execute all phases of a task order: Project Managers: Oversee compliance, safety, and delivery timelines across all state-owned or leased sites. System Programmers: Expertly handle software configuration, directory setup, partition rules, custom reader behaviors, and system optimization within unified headends like Genetec Security Center. Field Service Technicians: Fully licensed for low-voltage security installations, device mounting, controller wiring, lock hardware integration, and testing. Data Integrity Engineers: Experienced in tracking and migrating comprehensive hardware asset lists, licensing inventories, and credential databases into enterprise centralized tools like Salesforce to ensure flawless record-keeping for state audits. Local Responsiveness & State Compliance With multiple established service hubs throughout Iowa, EE ensures rapid fulfillment of task orders and emergency requests. We maintain full compliance with the Iowa State Building Code, National Electrical Code (NEC) standards, and OSHA safety regulations. Our field teams are fully credentialed to meet all mandatory state agency background checks.
1.8 Bidder shall read, fill-out and upload the Terminations, Litigation and Debarment document.	Terminations - BG Response	Terminations	Terminations, Litigation, Debarment Document - responses	Terminations, Litigation, & Debarement	Terminations	Termination, Litigation, Debarment	Terminations, Litigation and Debarment Document	Excel Terms	Terminations Form	No terminations to upload
1.9 Is the Bidder requesting confidential treatment of specific information?	No	No	No	No	No	No	No	No	No	No
1.10 A Bidder requesting confidential treatment of specific information shall fully complete the form attached. In the Items Section, mark each good or service upon which the Bidder believes confidential information appears.										
1.11 The State of Iowa requires shipping to be FOB Destination, Freight Prepaid. Does the Bidder agree to the terms?	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
1.12 Bidder understands that they are required to upload the completed and signed Bid Form to submit a bid. NOTE: Bids are to be entered on the Bid Form only; not in IMPACS. As a result, IMPACS will display a bid amount of $0.00 when submitting and certifying the bid.	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees
Group 2: Terms and Conditions										
2.1 Bidder shall read the RFB Definitions and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.2 Bidder shall read the Administrative Terms and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.3 Bidder shall read the Contract Terms & Conditions and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.4 Bidder shall read the Specification Terms and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.5 Bidder shall read the Terms and Conditions for GOODS and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.6 Bidder shall read the Terms and Conditions for SERVICES and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.7 Bidder shall read the Federal Terms and Conditions and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.8 Bidder shall read the Insurance Requirements and enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.9 Certain work locations may require criminal history and/or other background investigation(s). The Bidder hereby explicitly authorizes when needed the Agency to conduct criminal history and/or other background investigation(s) of the Bidder, its officers, directors, shareholders, or partners and managerial and supervisory personnel retained by the Bidder for the performance of the resulting Contract. Bidder shall enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.10 Public Entities (Political Subdivisions) - The resulting Contract will be made available to Political Entities, i.e. cities, counties, and schools. Bidder shall enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.11 Nonprofit Entities - The resulting Contract will be made available to nonprofit entities that qualify under I.R.S. § 501 (c) provisions. Bidder shall enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.12 Quarterly Sales Report - The Bidder shall provide a detailed quarterly report in Microsoft Excel on ALL sales made under the resulting Contract via e-mail to the Iowa Department of Administrative Services. Bidder shall enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
2.13 Administrative Fee - In addition to the approved discounts or prices specified in the solicitation herein, the Bidder shall pay to the Agency a 1.00% Administrative Fee on all sales made against the resulting Contract. The fee shall be paid quarterly to the Iowa Department of Administrative Services. Bidder shall enter a response.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
Group 3: Payment Terms										
3.1 Emergency Labor - Work performed outside normal working hours (Monday-Friday, 7:00 a.m. to 5:00 p.m.) requires prior approval from the State Agency.	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees
3.2 Material mark-up - Original, paid invoices or receipts that substantiate any material mark up applied to the project must be submitted with the invoice package.	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees
3.3 Payment Terms - Per Iowa Code § 8A.514 the State of Iowa is allowed sixty (60) days to pay an invoice submitted by a Bidder. Does the Bidder agree to the terms?	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
3.4 What discount will the Bidder give for payment in 30 days? Enter the discount in the text box. If none, enter zero.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.00	0.00	0.00
3.5 Terms of Pcard Acceptance - The State of Iowa prefers to pay Bidders using its Purchasing Card Program (Pcard) whenever possible. Bidders accepting Pcard payments shall comply with the Terms of Pcard Acceptance.	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees	Bidder agrees
3.6 Reimbursable Expenses - The State has established rules for limitations on reimbursement expenses. Please reference Department of Administrative Services - State Accounting Enterprise Procedure 210-245 (https://das.iowa.gov/state-employees/state-accounting/travel-relocation/210-travel) for limits on travel expenses. Bidder shall enter a response.	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees	Bidder Agrees