



STATE OF IOWA
MASTER AGREEMENT
 Contract Declaration and Execution

MA 005

26376

EFFECTIVE BEGIN DATE: 07-01-2026
EXPIRATION DATE: 06-30-2027
PAGE: 1 of 5

VENDOR:

Excel Mechanical Co Inc

00002120394

**5613 NE 22nd St
 Des Moines, IA 50313-2531**

VENDOR CONTACT:

Cory Gray

PHONE: 515-288-1450

EMAIL: Cgray@excelmechanical.net

ISSUER:

Michael Bradbury

PHONE: 515-330-8702

EMAIL: michael.bradbury@das.iowa.gov

EXT:

FOB: FOB Dest, Freight Prepaid

Contract For: Access Control and Entry Systems

The Parties agree to comply with the terms and conditions on the following attachments, which are by this reference made a part of the agreement.

Attachments are on file with the Department of Administrative Services Central Procurement

Attachment 1: Competitive Solicitation for 005-RFB- 2636 -2025

Attachment 2: Vendors Response to Competitive Solicitation 005-RFB- 2636 -2025

Attachment 3: Bid Summary from 005-RFB- 2636 -2025

Contact:

Name: Cory Gray

Number: 515-288-1450

Email: Cgray@excelmechanical.net

RENEWAL OPTIONS

FROM 07-01-2027 **TO** 06-30-2028

FROM 07-01-2028 **TO** 06-30-2029

FROM 07-01-2029 **TO** 06-30-2030

FROM 07-01-2030 **TO** 06-30-2031

FROM 07-01-2031 **TO** 06-30-2032

AUTHORIZED DEPARTMENT

ALL

SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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8	0.00000	EA	68002	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Access Control Systems and Security Systems
Brivo/Eagle Eye Networks Percentage Catalog Discount

Brivo/Eagle Eye Networks = 15% Discount from catalog price.

12	0.00000	EA	68002	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Access Control Systems and Security Systems
Verkada Percentage Catalog Discount

Verkada = 15% Discount from catalog price.

22	0.00000	HOUR	68002	\$ 95.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Access Control Systems and Security Systems
Project Manager Standard Labor Rate

Standard Labor Rate - Monday-Friday / 7:00am - 5:00pm.

23	0.00000	HOUR	68002	\$ 120.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Access Control Systems and Security Systems
Software Installer/Programmer Standard Labor Rate

Standard Labor Rate - Monday-Friday / 7:00am - 5:00pm.

24	0.00000	HOUR	68002	\$ 120.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Access Control Systems and Security Systems
CADD Technician Standard Labor Rate

Standard Labor Rate - Monday-Friday / 7:00am - 5:00pm.

25	0.00000	HOUR	68002	\$ 120.000000
				\$ 0.000000



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Access Control Systems and Security Systems
 Service Technician Standard Labor Rate**

Standard Labor Rate - Monday-Friday / 7:00am - 5:00pm.

26	0.00000	HOUR	68002	\$ 145.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Access Control Systems and Security Systems
 Project Manager Emergency Labor Rate**

Emergency labor rates are hours that fall outside of the standard hours.

Requesting Agency must approve use of emergency labor rates.

27	0.00000	HOUR	68002	\$ 170.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Access Control Systems and Security Systems
 Software Installer/Programmer Emergency Labor Rate**

Emergency labor rates are hours that fall outside of the standard hours.

Requesting Agency must approve use of emergency labor rates.

28	0.00000	HOUR	68002	\$ 170.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Access Control Systems and Security Systems
 CADD Technician Emergency Labor Rate**

Emergency labor rates are hours that fall outside of the standard hours.

Requesting Agency must approve use of emergency labor rates.

29	0.00000	HOUR	68002	\$ 170.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Access Control Systems and Security Systems
 Service Technician Emergency Labor Rate**



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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Emergency labor rates are hours that fall outside of the standard hours.

Requesting Agency must approve use of emergency labor rates.



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TERMS AND CONDITIONS



Goods Effective 1 May 16

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

Services Effective 1 May 16

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for service contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20services.pdf>

THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN "EFFECTIVE BEGIN DATE" IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.) Cory Gray		AGENCY NAME DAS - Central Procurement	
BY (Authorized Signature)  <small>Cory Gray (Jun 29, 2026 14:58:51 CDT)</small>	Date Signed 06/29/2026	BY (Authorized Signature)  <small>Mike Bradbury (Jun 29, 2026 15:09:59 CDT)</small>	Date Signed 06/29/2026
Printed Name and Title of Person Signing Cory Gray		Printed Name and Title of Person Signing Michael Bradbury - Senior Statewide Procurement Officer	
Address		Address Hoover Building - Third Floor 1305 E. Walnut St. Des Moines, IA. 50319	










MA26376

Final Audit Report

2026-06-29

Created:	2026-06-29
By:	Mike Bradbury (michael.bradbury@das.iowa.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAACKiRKkqQs1NqpnX682aG31rdC2rNXYvi

"MA26376" History

-  Document created by Mike Bradbury (michael.bradbury@das.iowa.gov)
2026-06-29 - 4:42:24 PM GMT- IP address: 165.206.169.150
-  Document emailed to cgray@excelmechanical.net for signature
2026-06-29 - 4:44:46 PM GMT
-  Email viewed by cgray@excelmechanical.net
2026-06-29 - 4:44:53 PM GMT- IP address: 72.153.153.18
-  Signer cgray@excelmechanical.net entered name at signing as Cory Gray
2026-06-29 - 7:58:49 PM GMT- IP address: 46.110.69.250
-  Document e-signed by Cory Gray (cgray@excelmechanical.net)
Signature Date: 2026-06-29 - 7:58:51 PM GMT - Time Source: server- IP address: 46.110.69.250 - Signature Appearance Selected: TYPE
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-  Document e-signed by Mike Bradbury (michael.bradbury@das.iowa.gov)
Signature Date: 2026-06-29 - 8:09:59 PM GMT - Time Source: server- IP address: 165.206.169.150 - Signature Appearance Selected: DRAW
-  Agreement completed.
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