

RESOLUTION NO. 2020-225

A RESOLUTION AMENDING RESOLUTION NO. 2020-191, AUTHORIZING THE PURCHASE OF ACCESS CONTROL/SECURITY UPGRADES WITHIN CITY HALL FROM SONITROL, WILMINGTON, DE.

WHEREAS, on April 28, 2020 the City Council of the City of Vineland adopted Resolution No. 2020-191 Authorizing the Purchase of Access Control/Security Upgrades within City Hall from Sonitrol, Wilmington, DE, in the amount not to exceed \$430,003.34, pursuant to a Regional Cooperative Contract Agreement with Hunterdon County Educational Services Commission Cooperative Pricing System (#34HUNCCP); and

WHEREAS, it has come to the attention of the City of Vineland, that the above award should have been awarded to Advantage Security, Wilmington, DE and not Sonitrol of Wilmington, DE; and

WHEREAS, as indicated on the Hunterdon Regional Cooperative awards webpage, this award was made to Advantage Security / Sonitrol; and

WHEREAS, it has been confirmed by the Sonitrol Representative that the above contract vendor should be Advantage Security;

NOW, THEREFORE BE IT RESOLVED, by the City Council of the City Vineland that Resolution No. 2020-191 is hereby amended to change the vendor from Sonitrol to **Advantage Security, Wilmington, DE** for the Purchase of Access Control/Security Upgrades within City Hall, in the amount not to exceed \$430,003.34, pursuant to a Regional Cooperative Contract Agreement with Hunterdon County Educational Services Commission Cooperative Pricing System (#34HUNCCP).

Adopted:

President of Council

ATTEST:

City Clerk

FROM THE DESK OF MIGUEL A. MERCADO




May 1, 2020

MEMORANDUM TO BUSINESS ADMINISTRATION:

RE: Amend Resolution No. 2020-191

Request to amend above stated resolution awarding to Sonitrol for the purchase of access control/security upgrades within City Hall. The name needs to be changed to read Advantage Security, Inc. As stated on the Hunterdon Regional Cooperative awards page the award was made to Advantage Security / Sonitrol. Steve Fox at Sonitrol (see email) has confirmed that all orders under the HCESC-Tech-17-01 should be addressed to Advantage Security, Inc.

Sincerely,


Miguel A. Mercado, QPA
Purchasing Agent

Enclosures

From: Steve Fox <SFox@Sonitrolde.com>

Sent: Wednesday, April 29, 2020 3:22 PM

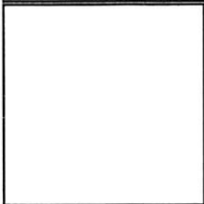
To: Terenik Victor <vterenik@vinelandcity.org>; Mercado Miguel <mmercado@vinelandcity.org>; Crudele Laura <lcrudele@vinelandcity.org>; Baldosaro Susan M <sbaldosaro@vinelandcity.org>; Hill Yolanda <yhill@vinelandcity.org>; Reid Wanda <wreid@vinelandcity.org>; Dickenson Bob <bdickenson@vinelandcity.org>; Brownlee Jeanine <jbrownlee@vinelandcity.org>; Hanna Theresa <thanna@vinelandcity.org>

Subject: RE: Resolution Awards

So we have two entities that are approved by the consortium, and that is due to the fact that we are a franchise of the Sonitrol Corp, when we have Sonitrol branded equipment we have to pay a royalty to the corporate entity, so we have two business that are the same from a company standpoint , the same persons and office etc., but we have two separate entities as per our business licenses within the state of NJ so we can do the work that is not Sonitrol equipment and not have to pay the royalty and can pass the savings onto the customers. So we would like to have the PO to Advantage for both projects. I hope that makes sense.....

"The Bitterness of poor quality lingers long after the sweetness of low price is forgotten"

Purchasing of our services can be made through the Hunterdon ESC CO-OP #HCESC-Tech-17-01
For more information please visit their website at www.hunterdonesc.org



Stephen D Fox
Security Consultant
Cell 609 560 3148
Office 302 652 3060
Fax 302 652 3062

www.Sonitrolde.com

In God We Trust !



From: Terenik Victor <vterenik@vinelandcity.org>

Sent: Wednesday, April 29, 2020 2:20 PM

To: Mercado Miguel <mmercado@vinelandcity.org>; Crudele Laura <lcrudele@vinelandcity.org>; Baldosaro Susan M <sbaldosaro@vinelandcity.org>; Hill Yolanda <yhill@vinelandcity.org>; Reid Wanda <wreid@vinelandcity.org>; Dickenson Bob <bdickenson@vinelandcity.org>; Brownlee Jeanine <jbrownlee@vinelandcity.org>; Hanna Theresa

<thanna@vinelandcity.org>

Cc: Steve Fox <SFox@Sonitrolde.com>

Subject: RE: Resolution Awards

Miguel,

When the company is selling Sonitrol equipment the quote come from Sonitrol. We they are dealing with a project that doesn't include Sonitrol equipment it will come from Advantage Security.

Steve please verify what I just stated is accurate.

Thank you

Victor

Victor B. Terenik, Jr., CGCIO

CIO / Director, Information Systems

City of Vineland

P.O. Box 1508

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Phone: 856-794-4000 ext 4692

Fax: 856-405-4602

vterenik@vinelandcity.org

From: Mercado Miguel <mmercado@vinelandcity.org>

Sent: Wednesday, April 29, 2020 1:57 PM

To: Terenik Victor <vterenik@vinelandcity.org>; Crudele Laura <lcrudele@vinelandcity.org>; Baldosaro Susan M

<sbaldosaro@vinelandcity.org>; Hill Yolanda <yhill@vinelandcity.org>; Reid Wanda <wreid@vinelandcity.org>;

Dickenson Bob <bdickenson@vinelandcity.org>; Brownlee Jeanine <jbrownlee@vinelandcity.org>; Hanna Theresa

<thanna@vinelandcity.org>

Cc: SFox@Sonitrolde.com

Subject: Resolution Awards

I'm a little confused with the 2 resolutions that were passed on Tuesday, April 28th. Resolution 2020-190 for Vineland Annex Access Control in the amount of \$18,606.02 is being awarded to Advantage Security, Inc. and Resolution 2020-191 for Upgrades within City Hall in the amount of \$430,003.34 is being awarded to Sonitrol. I went to the Regional Cooperative website and I see where the award was made to Advantage Security / Sonitrol so my question for Mr. Fox is whether the we should be using Advantage Security/Sonitrol on the Purchase Orders or only Advantage or Sonitrol? The PO should be addressed to the name the check will be made out to. Advantage Security is a vendor in our system but Sonitrol is not so I need to get this straighten out before the PO can be made. Thanks

Miguel A. Mercado, QPA

Purchasing Agent

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Vineland, NJ 08360

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Email: mmercado@vinelandcity.org