



LICENSE NO. EF20001683

Timothy A. Levell CSPM/ACP  
4615 Parkbreeze Court,  
Orlando, FL 32808  
Mobile: (407)-883-7202  
Office: (888) 955-0007Renasas (Site ID 7699)

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# The Villages

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## Traffic Gates

## Software House Upgrade

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### INTEGRATED FIRE & SECURITY SOLUTIONS

#### Mission Statement

Provide confidence that unwanted business risks are minimized in a cost-effective and timely manner; provide the service needed to maintain the desired level of confidence.

## Company Facts

- **COMPANY NAME:** Integrated Fire & Security Solutions, Inc.  
4615 Parkbreeze Court,  
Orlando, FL 32808
- **STATE AND YEAR OF INCORPORATION:** Florida - 2004
- **LICENSING:** Florida State Electrical Contractor Unlimited
- **FLORIDA LICENSE** #EF200001683, Timothy W. Melnick
- **ELECTRICAL EC LICENSE** #EC20001805, John Peterson, COO
- **INSURANCE** Brown & Brown of Florida  
Liberate Insurance Services
- **CATEGORIES OF WORK:** System Design, Installation & Service for:
  - Electronic Access Control
  - Closed Circuit TV
  - Fire Alarm and Voice Evacuation
  - Security Alarm Systems
  - Intercom Systems

## EXPERIENCE

With our experience in the areas of risk assessment, system design, the following companies have utilized system sales and service.

- SeaWorld
- Brevard County Schools
- Volusia County Schools
- Lake Nona Hospital
- City of Cocoa
- Marion County
- Seminole County Schools
- Valencia College
- Jones Lang Lasalle
- Sarasota Airport
- Orange County Convention Center
- Dyal Water Treatment Plant
- Fairwinds Credit Union

## QUESTIONS YOU SHOULD ASK A SECURITY CONTRACTOR

- ◆ Is the contractor EC licensed in the State of Florida?
- ◆ What is the background of the license holder?
- ◆ Will the license holder inspect the installation or be on the job site?
- ◆ Does the contractor use subcontractors, and if so, what is their background?
- ◆ How many years of experience in the industry do the sales representative have?
- ◆ Do they specialize in commercial security?
- ◆ How many systems like yours have they installed?
- ◆ What kind of warranty do they offer? What is covered? What is not covered?
- ◆ Does the contractor tell you his response time for service AND how long it will be until the repairs are completed?
- ◆ What are the rates for service during business hours? After business hours?
- ◆ Did the security contractor perform an assessment of your business risks?

## QUALITY ASSURANCE

*How IFSS assures proper selection, installation, monitoring, and service of equipment.*

- ◆ **Product evaluation and testing**  
Extensive product evaluation and testing in real-life applications and bench testing prior to use at a customer's facility.
- ◆ **Training and Certification with Manufacturer**  
Our Continuous improvement process provides that we train our employees in application and technical areas.
- ◆ **Product Available Locally**  
We assure the fastest product availability for new application and service repair through our direct relationship with major manufacturers, authorized distributors, and local inventory.
- ◆ **Manufacturer Technical Service and Support**  
Our Quality Assurance Process requires that the manufacturers we represent provide technical service and support.
- ◆ **Defect Correction Cycle Time**  
Our Quality Assurance Process requires that we focus on "how fast can we resolve the problem and return the system to an operational state." This focus goes beyond response time, defined as how quickly we can have a technician on site, to the Defect Correction Cycle Time, defined as the total time to repair the problem.
- ◆ **Remote Diagnostics**  
We utilize products that support remote diagnostics through dial-up computer interface. Often this will result in resolving the problem or we will isolate the trouble and be properly prepared when our technician arrives on site.
- ◆ **Systems Tested and Inspected by Company Officers**  
Our Quality Assurance Process provides that an officer of IFSS will test and inspect each system.
- ◆ **Risk Assessment of Your Business**  
We can provide professional solutions through our comprehensive risk analysis and assessment of your business.
- ◆ **UL Central Station Service Specializes in Monitoring**  
We are dedicated to the principle that a company focused on a specific business will continuously improve itself in that area of business and therefore provide the best service available. We utilize a central station service that is focused on this unique sector of the industry and dedicated to providing the highest quality monitoring. The Central Station service has a 17-second average response time. The central station monitoring service we utilize for our customers is listed and approved by Underwriters Laboratories.
- ◆ **Specializes in Commercial and High-End Residential Security**  
Our focus is commercial security and high-end residential security, sometimes referred to as home automation. We provide the best service and support to our customers through our focus.
- ◆ **Systems Customize to Specific Requirements**  
Each customer has unique requirements. We work hard to understand those requirements and provide solutions specific to each need.

### PROJECT INFORMATION

**Customer:**

Village Center Community Development District  
984 Old Mill Run, The Villages, Fl. 32162

Aug, 16, 2022

Access control systems are implemented globally to restrict access to buildings, protected areas of buildings, parking lots, and entire campuses. Systems that control individual access are used to monitor and limit public and employee access through a 24 x 7 presence that can control access by a date and time schedule and security levels. Access control systems are used daily in a wide range of settings, from everyday office use to securing government installations, airports, seaports, educational campuses, and HOAs. Integrated Fire and Security Solutions “IFSS” has partnered with several Access Control Manufacturers to give the customer a qualified choice in all levels of controlled access for their facility. IFSS can provide installation and service with the best access control systems available at a fair market value.

In the past several weeks, IFSS has had the opportunity to evaluate your Vehicle Gate systems. Initial observations are you and your team have done a superior job constructing and maintaining the gates we visited. Although, our technicians have concluded that your present DSX Software has exceeded its limited credential management capacity. The system presently cannot meet your requirement of 130,000 (plus) cardholders, and any attempt to add DSX hardware delays the inevitability of total system failure. Through this assessment, IFSS has determined that upgrading your access control software system is critical to maintaining an accurate accounting of who enters the communities at The Villages. We believe that the **Software House C-Cure 9000** offers you the best security for your purposes within a reasonable price range.

**Software House “SWH” C-Cure 9000** is a 24/7 event control manager that offers:

1. The ability to maintain as many as 1,000,000 credentials
2. High Encryptions Security
3. Global and local mapping
4. Scalability
5. Multiple Clients
6. Guard Tour activation
7. Remote triggering of gates
8. Web Access
9. Mobile Access
10. The ability to partition area into priority zones
11. The ability to live monitor activity with recorded history reporting
12. The ability to export reports via spread sheet and through email
13. Mitigated risk by allowing live alarm notification
14. Simplified Graphical User Interface

## **Software House C-Cure 9000**

- Data base and extraction of all credentials, parameters, and event task will be pulled from the DSX software in an excel format and turned over to Software House engineers for data base clean-up and enrolment into the new C-Cure 900 Software.
- IFSS will provide to The Villages IT department access to the new C-Cure 9000 Software and will assist in installing it on the customer provided VM.
- Enrollment of credentials and the initial set up of the system will be done by IFSS Technicians.
- Initial training will be performed for essential operators of the system.
- System will be brought online and loaded on all client workstations.

## **Enrollment of the Traffic Lane Gate Arms**

- Before the gates are upgraded, IFSS in partnership with the Villages customer will determined the importance and priority of each gate location. At that time a Gate Upgrade Schedule will be created and implemented.
- In a predetermined manner of each of the 121 gate locations, IFSS will remove the existing DSX controller and install in its place an iStar Edge Controller. Controllers will be mounted in the same “Ice Box” location as the previous DSX Controllers.
- All Field devices for the entry and exit gates will be wired into the new iStar Unit
- Customer provided IP address will be installed onto the units and network communication will be established. Unit will be programmed via remote access given to IFSS by the Villages IT Dept.
- At this time the Gate will be tested for full functionality:
  - Motors, belts, pulleys, gear boxes, gear box oil, clutches, lineage, and arms/gates.
  - Actuator control boards, roadway loops and loop control boards.
  - Actuator on/off and bypass switches.
  - Card Reader
  - Manual override switches.
  - Modem equipment.
  - Power supplies.
  - Check Phone line voltage and clarity (42v).
  - Help phone operation.
  - Check mountings and supports, wire connections, covers and locks, physical damage / corrosion / paint.
  - Surge suppressor and lightning protection devices.
  - Battery back-up systems.
  - Environmental enclosure A/C unit and filter (where applicable)
- An estimated average of 4 hours at each gate location will be required. Estimated time will vary due to number of gates at each location.
- Any equipment found not working to manufacturer’s specifications or previously damage by any cause, will be documented. Repair and /or replacement of Gate Equipment or Access Control Field Equipment will be determined by the Service Agreement. If a service agreement is not in place, a T & M Change Order will be submitted to the customer and only by approval of the Change Order will repairs be completed.

For your convenience, the Investment cost for each subcategory is itemized below.

#### INVESTMENT OPTIONS

Description		Investment
C-Cure Software installation and enrollment of 70,000 + credentials		\$29,255.00
Upgrade of 282 vehicle gates, in 121 locations		\$241,000.00
<b>Total Investment</b>		<b>\$270,255.00</b>

#### ADD Alternate 1

Single Gate Installation <b>with</b> Reader and Emergency Phone		\$13,970.00
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#### Add Alternate 2

Single Gate installation <b>without</b> Reader and Emergency Phone (Exit Gate)		\$11,050.00
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**Add Alternates exclude conduit, concrete, and IT infrastructure. Monthly service agreement is attached on a separate documentation.**

**Proposal is valid for 30 days without IFSS officer approval. Please review supplemental pages and bill of materials for quantities, specific models, and descriptions.**

**Proposal to reference SourceWell contract #FL-E03-111821-IFS**



# **Estimated Schedule of Values**

**Percentages are of total project cost**

- 1. Mobilization = 10%**
  - a. Permitting & General T's and C's
  - b. Maps, Scheduling, Prioritizing
- 2. Software= 20%**
  - a. Extract DSX Data
  - b. Purchase and load Software House
  - c. Covert Data Base
- 3. Order and Receive Equipment = 20%**
- 4. Complete 33% of Gates = 15%**
- 5. Complete 33% of Gates = 15%**
- 6. Complete 34% of Gates = 10%**
- 7. Demobilization = 10%**
  - a. Certificate of Completion
  - b. Acceptance test of all gates

## **“IFSS” Integrated Fire and Security Solutions – [www.IFSSI.com](http://www.IFSSI.com)**

- a)** Integrated Fire and Security Solutions (IFSS) individuals will provide the installation and services for the The Villages Access Control solutions. IFSS has selected Timothy A. Levell CSPM / ACP as the Account Manager, Jerry Kramer as the Operations Manager, Tim Melnick as the Local Branch Manager. These individuals are Software House Certified and collectively have close to 100 years of experience in the surveillance and security industry.
- b)** **All IFSS Technicians, Office, and Management Personnel have received the required number of Vaccinations to prevent and spread the COVID Virus.**
- c)** Below is a list of other members of the IFSS team that will, at times, be involved with your account:
  - Justin Peterson, IFSS President
  - Tim Melnick, Orlando Branch Manager
  - John Dougherty, Orlando Project Manager
  - Tim Levell, Account Representative
- d)** Each technician selected for this project is FASA/BASA certified and certified in the SWH C-Cure 9000 software and equipment they are installing and qualified to program the systems. These technicians will complete documentation before and during programming and during final testing. All documentation produced during the installation and testing will be physically and electronically turned over to the The Villages Project Manager as the project moves forward.
- e)** The Orlando office will deploy IFSS Teams to complete this service task once the awarded contract is accepted. IFSS would like to conduct a hand-off meeting with the selected Villages personnel to ensure communication is 100% clear from the start of our business relationship. Our timeline will show site locations broken up into communities for efficient account takeover and new installations. IFSS is also suggesting a weekly status meeting to update our progress, final completions, and further account details.

Additional team members not listed here would support the installation and the in-house accounting, scheduling, billing, shipping, etc. IFSS is fully committed to ensuring The Villages receives all the support and service they require and deserve. We intend to build a solid partnership that will last for multiple years of continued support with you and your colleagues.

## **Unique Attributes of IFSS**

### **Identify How your firm stays current and trains staff on new product developments.**

Your staff is trained initially in-house by our team. We utilize processes that we want to see carried from job to job so that our staff can quickly identify issues and maintain the systems we install for our customers. We rely on manufacturers like Software House, for specific training on their equipment and processes to establish SoPs and unified programming methodology. As a group, we attend conferences and seminars for training and to allow us to keep up with industry changes. Many IFSS Technicians and staff members have individually achieved CPP, ASIS, CSPM, ACP & Nicet certification. As well, our engineering department has an RCDD on permanent staff.

### **Our process for developing and maintaining CAD shop drawings?**

Our CAD drawings are all developed and maintained by our engineering department at our corporate headquarters. All CAD drawings are password protected and accessed by only the individuals working on those projects. Every time the documents are changed/modified, the last official copy is archived, and the revised set becomes current for all users

### **Our process of safeguarding sensitive project information such as installation plans and drawings while such drawings are in use by your team?**

Project Managers/Superintendents have the drawings on password-protected tablets, eliminating paper copies of the drawings out of the field and keeping the drawings only accessible by qualified IFSS personnel

### **IFSS Identifies and protects all project data against cyber security measures and safeguards during project delivery and execution.**

IFSS is careful not to use global passwords but to work with the customer to establish a sound means of creating a safe password for a secure system. Our Director of IT Technology implements processes for enhanced company security by monitoring all incoming and outgoing traffic. He regulates adjustments as needed to protect against all existing and new threats.

# **Summary of the IFSS Safety Program**

Senior management is responsible for supporting and monitoring the safety, health, and risk management process.

**All IFSS Technicians, Office, and Management Personnel have received the required number of Vaccinations to prevent and spread the COVID Virus.**

- The line organization is responsible and accountable to lead and implement the safety, health and risk management process.
- Supervision shall possess the skills and commensurate with project responsibilities.
- All employees must comply with safety, health, and risk management requirements.
- All employees will work towards continuous improvement.
- All employees will foster a culture that aligns safety, health, and risk management with the other business
- The emphasis will always be on Safety, Health, and Risk Management.
- Zero incidents and the reduction of incidents is the measurement of our success.

## **SITE-SPECIFIC SAFETY PLAN – “SSSP”**

### **ABOUT THIS PROGRAM:**

SSSP is a written site-specific safety plan that Integrated Fire & Security Solutions Project Management implements and maintains as part of our standard operating procedure.

### **The SSSP comprises the following elements:**

1. Responsibility/Key Line Personnel
2. Identification of Competent/Qualified Persons
3. Scope of Work Evaluation
4. Hazard/Risk/Exposure Assessment
5. Control Measures
6. Periodic Inspections
7. Daily Safety Planner
8. Compliance
9. Written Progressive Disciplinary Program
10. Hazard Correction
11. Training and Instruction
12. Project Site Orientation
13. Employee Communication System
14. Record Keeping
15. Accident/ Exposure Investigation
16. Emergency Action Plan
17. Site-specific Medical Emergency Plan
18. Hazard Communication Plan
19. Worker training and instruction Check Lists

## References

1. Entity Name: **City of Cocoa**

Contact: Gary Palmer

Address: 155 N. Wilson Ave. Cocoa, Fl. 32922

Phone: 321-433-8772 work / 321-302-1146 mobile

Email: gpalmer@cocoafl.org

Contracted Fee: \$3.3 million

Contract Date: Ongoing service and installation of Open Options access control and Salient IP Camera systems.

2. Entity Name: **Brevard Public Schools \*\***

Contact: Patrick Coleman

Address: 2700 Judge Jamieson Way

Phone: Number 321-633-1000 x 11295

Email: Coleman.Patrick@Brevardschools.org

Contract Fee: \$100,000.00

Contract Date Completed: Installation and service of Open Options access control system

3. Entity Name: **Sea World of Orlando**

Contact and Title Name: Brent Vescogni – Director of Information Technologies

Address: 7007 SeaWorld Drive, Orlando, Fl. 32821

Phone: Number 407-363-2691 work / 407-748-9200 cell

Email: brent.vescogni@seaworld.com

Contract Fee: \$215,000

Contract Date Completed: Ongoing service and installation of access control and AXIS IP Camera systems.

# IFSS Points of Contact

## Primary:

*Timothy A. Levell CSPM / ACP*  
***Integrated Fire & Security Solutions***  
***4615 Parkbreeze Ct.***  
***Orlando, FL 32808***  
Office 888-955-0007  
Cell 407-883-7202  
Alt. 407-955-1472  
*TLevell@ifssi.com*



## Alternate:

*Tim Melnick, Branch Manager EF20001683*  
***Integrated Fire & Security Solutions***  
***4615 Parkbreeze Ct.***  
***Orlando, FL 32808***  
Office 888-955-0007  
Cell 407-371-7507  
*TMelnick@ifssi.com*

