

BID INVITATION FOR SCHOOL SAFETY EQUIPMENT 2022-101

Region 13 Education Service Center
Annie Molina
5701 Springdale Rd.
Austin, TX 78723

RESPONSE SUBMITTED BY:

iT1 Source, LLC
1860 W. University Dr., Suite 100
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Due: August 1, 2022, at 2:00 PM

iT1 Source, LLC

SCHOOL SAFETY EQUIPMENT

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Executive Summary

iT1 is a leading IT solutions company and systems reseller with solutions for software, hardware, training, consulting, procurement, and managed services. Founded in 2003, iT1 Source is a global technology solution provider with core capabilities including virtualization, Cloud, data management, communications, networking, professional and managed services, and corporate procurement. iT1's Public Safety as a Service Team, specifically, works with education organizations and State and Local Government to provide services and solutions as it related to this industry. Education organizations and State and Local Governments have tremendous challenges to deploy technology and support services that require a mounting list of applications, multi-platform collaboration, regulatory compliance, and cybersecurity—all on a limited budget. iT1 helps your agency succeed with advanced technology, the industry's best partnerships, and "how to" knowledge on getting the job done

iT1 is partnered with EAGL Technology Inc., a leader in safety equipment to provide Region 13 Education an Active Shooter Alarm Solution to meet the current needs of your facilities and provide options for expansion in the future. EAGL Technology was established in 2015 after acquiring gunshot ballistic science developed by the Department of Energy (DOE) Pacific Northwest National Laboratory (PNNL). EAGL has advanced this technology by creating a state-of-the-art security system. The equipment includes the EAGL Gunshot Detection & Lockdown System and CityWeb.

Both product lines use patented FireFly® Ballistic Sensor technology which can be integrated with existing access control systems, video surveillance, intercom and public-address systems. With this equipment development comes the expertise of over 100 years combined security experience. Their team collaborates with security representatives at all government levels, facility managers, and other security professionals to ensure security assessment, planning & implementation are tailored to meet our customer's security protocols, budgets and needs.

[History of Leadership](#)

iT1's Public Safety as a Service Team operates as a solutions manager and reseller to provide products and services to State and Local Government agencies. iT1 was founded by Bryan Clifton and Guy Steinbrink. These industry veterans have put their primary emphasis on our customers, and our employees. Given both these individuals came from the Business Development side of the business, they understand full well that customer satisfaction is job #1. And the first step to achieving that goal is to have the right people on board to make it happen.

To this day, both owners are very involved in the day-to-day operations of the business. They believe that an inviting workplace contributes to building a positive attitude and promotes growth and learning. Among the key factors in iT1's success is the outlook and expertise of our employees.

The Public Safety as a Service Team is led by Ian Dunnington, iT1's Director of Government Sales and Programs. For this project, Ian's management team will work with the Executive Leadership at EAGL Technologies to provide an Active Shooter Alarm System to Region 13 throughout the life of the contract.

iT1's Public Safety as a Service Team will be the overarching representative for this contract and work directly with the Region and EAGL to ensure all expectations are fully met and/or exceeded. On the following pages, iT1 will demonstrate the EAGL Technologies solution as it relates to the requirements in this Invitation to Bid.

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Company Background

The iT1 Team provides 18 years of broad capabilities and experience to deliver innovative IT solutions, as well as processes that enable us to improve existing services while also reducing costs. Our team resources have provided service optimization, cost savings, and increased insight for customers across our public sector and commercial customers.

[EAGL Fact Sheet](#)

EAGL Technology entered the Gunshot Detection System space five years ago with the mission of bringing innovation and integration to a security market that had been stagnant. Offering a solution that is wireless, flexible, customizable, and integration-driven, EAGL systems are currently deployed in the education, health care, energy, government, corporate, manufacturing, and small business verticals.

[iT1's Financial Statements](#)

iT1 has uploaded our financial statements as a separately sealed document marked confidential.

[Biographies of Key Personnel](#)

Below is an overview of the key personnel who would be responsible for this project. Please note that we are happy to provide full resumes of key staff during the presentation phase of this project.

Wilfredo Herrera, Chief Technology Officer, iT1 Source, LLC

Wil has been with iT1 for more than 10 years and has been in the industry for more than 25. He focuses on iT1's global and large accounts to increase sales by providing technical leadership and guidance. Wil develops "Go to Market" strategies based on technical trends and has implemented a 24 x 7 Network Operations Center (NOC) at iT1. Wil has designed and implemented strategic solutions for clients that include server, storage, network, virtualization, and cloud technologies. With a background in infrastructure management, Wil holds more than 16 certifications in this industry. Wil will work with Hennepin County during the planning and installation phases of this project to ensure a seamless transition from Hennepin's previous providers. He will also oversee the NOC to provide 24/7/365 support.

Ian Dunnington, Director of Government Sales and Programs, iT1 Source, LLC

Ian is a senior business leader driving change through insights and innovation to impact. He provides business development for complex Government enterprise solutions by bringing clarity to strategy, managing change, execution, and delivering results. Ian has been involved in public safety services since 2014 having worked with large and small agencies. His knowledge of the public safety industry makes him an asset to the iT1 team. Ian will service as an Executive Leader for iT1's project with Region 13 and will have direct oversight of Account Management, service, and support.

Steve Morberg, Senior Account Executive, iT1 Source, LLC

Steve is a Senior Account Executive with more than 10 years of experience helping education organizations manage their technology needs for purchasing hardware, software, services and providing solutions. He has the expertise to source and get the best education pricing from the many supplier and manufacturer relationships he has developed over the years. When it comes to providing safety and security solutions to schools, Steve has relationships with the leading safety and security solution providers to schools.

Boaz Raz, Founder and CEO, EAGL Technology Inc.

Mr. Raz holds a Bachelor of Science degree in computer engineering from the University of New Mexico in 1992. Before this qualification, he completed Associate Engineering in 1980. Mr. Raz possesses over 22 years of experience in the high-tech industry, product engineering, system design, system integration,

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automation, and high-volume manufacturing. His business management experience of more than 20 years is comprised of building teams and startups with fiscal and operational responsibilities. He served as a lead manufacturing engineer at Intel Corporation worldwide. During his tenure at Intel Corporation, he led the entire Intel backend (5 factories across the world) Pentium 4 product engineering activities and drove efficiency and capacity projects across all these product segments.

Ken Hiner, Director of Application & Dealer Support Services, EAGL Technology Inc.

Ken has been involved in the security industry since 2007. As Director of Application and Dealer Support Services, Ken implements and manages support services for product integrators that consist of certification, technical support, deployment design, and installation support. He also implements and manages processes for providing direct quotes and designs to customers, including creation of product literature, spec sheets, marketing materials, and manuals. Ken oversees implementation of certification program and lead classroom training. He also provides Tier 1 Technical Support for the EAGL customer base.

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Company Experience and Qualifications

EAGL Technology manufactures the best Gunshot Detection System “GDS” “Solution” on the market today. This achievement has been recognized for the past five years by American Security Today awarding the “ASTORS” Homeland Security Platinum Award for the EAGL System from 2017 - 2021. The ASTORS award program highlights the most cutting-edge technology and forward-thinking security solutions available and is specifically designed to honor government and vendor solutions delivering enhanced value, benefit and intelligence to end users in a variety of government, homeland security and public safety venues.

By using wireless functionality, the EAGL System offers a total package Solution successfully satisfying requirements for both indoor and outdoor GDS applications. The EAGL System performs algorithmic waveform analysis of every gunshot event not only offering a zero false-read threat assessment verification process eliminating false alarms but also providing an industry leading-edge capability for indoor & outdoor threat detection. Additionally, this uniquely qualified Solution autonomously provides rapid, Adaptive Response access-control and automatic Email, text, VoIP & phone notification features when an active shooter event occurs.

This unique system is currently in use at an US airport and in several school districts located in NH, WI and NM. Credentialed EAGL System users monitor system operation via the EAGL System Graphical User Interface “GUI” display. The GUI allows functional ease to instantly view: (1) system status or condition; (2) an event log which differentiates between threat and non-threat recorded events in addition to both system and asset status indications and, (3) easily identify location and status of access-controlled doors, active detectors, integrated video cameras and other pertinent system assets. During an active shooter event, detectors having associated video cameras will automatically live-stream video to the GUI which is presented in real-time essentially allowing active shooter tracking. All of the visual information is presented with organized functionality on one EAGL System GUI presentation display.

Aside from ease of use, EAGL System detector installation offers unique deployment flexibility as each detector is self-contained, battery operated, and wireless for simplified installation and system scalability. This flexibility attribute drastically reduces installation materials, labor costs and time to deploy/integrate equipment while allowing anticipation of future system expansion requirements to meet budgetary constraints. Each detector battery has a seven-year life expectancy rating as each detector consumes very low power during operation.

Wired connectivity for the EAGL System is simplified further as the only devices requiring direct Power Over Ethernet “POE” connection are system Gateways. The EAGL System supports integration with existing network infrastructures allowing for either on-site or off-site operation and connectivity with mass notification systems. EAGL Technology, LLC offers flexible turnkey solutions for all aspects of project “cradle-to-grave” support. This includes adapting to customer needs by providing system hardware and software update capabilities.

All EAGL System features deliver an efficient and cost-effective Solution designed to protect lives, dramatically reduce law enforcement response time and provide real-time event intelligence. Fundamentally, these merits should increase positive outcomes & survivability by decreasing risk during an active shooter event and align with the mission of EAGL Technology.

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System Overview

The Emergency Automatic Gunshot Detection Lockdown System (EAGL) provides wireless indoor and outdoor services to include:

Notifications – Can notify staff and law enforcement through text, email, and phone call with message.

Integrations – Can send alarm data to third-party systems through open API to generate response from third-party system.

Lockdown - Provides immediate facility lockdown capabilities within seconds of shots fired.

GPS Location - Specifies GPS location of the shooter (when deployed for triangulation) with ballistic data of weapons type ballistic data.

GEO-Fencing – Offers geo-fencing capabilities allowing access control features to prevent further ingress of the threat.

Custom Responses – Alarm response can be custom-configured per groups of sensors or even individual sensors.



The EAGL Gunshot Detection & Lockdown System works automatically and autonomously performing full facility lockdown features when integrated with existing Access Control systems. As this happens, EAGL provides Law Enforcement with notifications of an active shooter by text, email, and live video streaming of the area on the EAGL interface. The EAGL System also has the capability to provide Law Enforcement with incident ballistic information delivering a critical component for situational awareness.

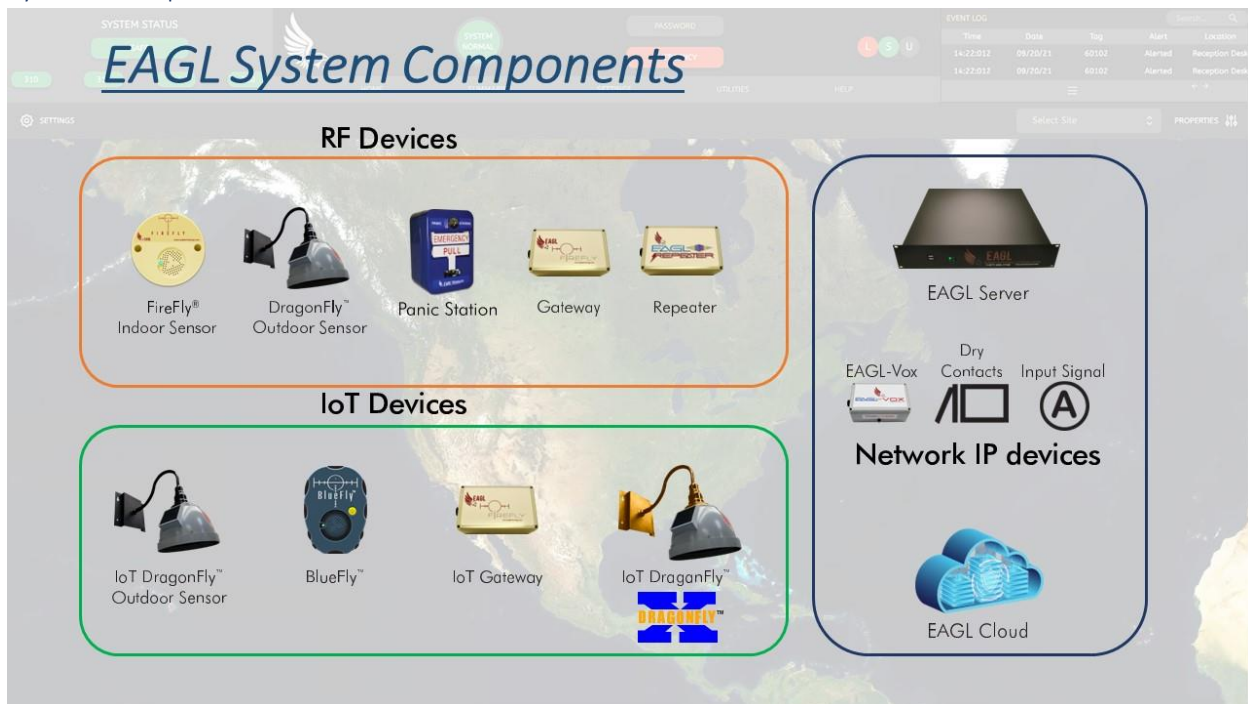
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Wireless Detection

EAGL uses the newest technology for gunshot detection. It was developed by the Department of Energy in response to the Sandy Hook tragedy. This patented technology is like no other gunshot detection technology in the industry. This technology uses advanced algorithms to analyze firearm discharge event energy levels and waveforms, performing threat validation before wirelessly transmitting this data to the EAGL service for Adaptive Response launch.

The FireFly indoor system and DragonFly outdoor system will (1) deliver automatic notifications to SOC, EOC, and RTCC within seconds of a shot detection, (2) provides ballistic data, shooter location, and live video stream from a camera closest to the shooters location, (3) automatically distribute programmed texts, emails, and text-to-speech messaging during the event, and (4) uses geo-fencing to keep the active shooter away.

System Components



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Problem/Resolution Process

The installing integrator (or whomever holds maintenance ownership) will be the first line of support for the end-user should the end-user experience any problems or need support. EAGL requires all installing and maintenance-owning integrators of the product be product certified to ensure technical capability. The integrator will then turn to EAGL Technology Technical Support staff for help should the need arise. EAGL Technology is available during normal business hours for technical support and RMA's if the licensing for the system is current.

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Customer Reference List

NAME	ORGANIZATION	ADDRESS	PHONE	EMAIL
Scott Simer	Artesia Public Schools	301 Bulldog Boulevard Artesia, NM 88210	575-746-3585	ssimer@bulldogs.org
Dominic Schullo	Cicero Police Department	4901 W. Cermak Rd. Cicero, IL 60804	708-652-2163	dschullo@thetownofcicero.com
Jack Hanagriff	Houston First	701 Avenida de las Americas suite 200 Houston, 77010	716-410-6906	Jack.Hanagriff@houstontx.gov

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Required Forms

Supplier Information

Company Name: iT1 Source, LLC

Contact Name: Steve Morberg

Address: 1860 W University Dr, Suite 100
Tempe, AZ 85281

Phone: 253-222-4241

Fax: N/A

Email: Steve.Morberg@it1.com

Supplier Notes

By submitting your response, you certify that you are authorized to represent and bind your company.

Ian Dunnington

Print Name



Signature



ATTACHMENT A - Certification of Eligibility

CERTIFICATE OF NOTICE OF ELIGIBILITY

Texas Education Code 44.034

In compliance with TEC 44.034-Notification of Criminal History of Contractor, each person or business entering into a contract or Term of Agreement with an Education Service Center or public school must give advance notice if the person, owner, or operator of the business has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony. Additionally, the prospective vendor or individual must certify, by submission of this application, that neither it nor its principals are presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in this proposed transaction by any Federal Department or Agency.

The ESC may cancel any contract or Term of Agreement for which it was not properly notified.

Certification:

In acting as the authorized representative in responding to this offer, I certify that the affixed information concerning notification of Felony Conviction, Debarment, Suspension is true to the best of my knowledge.


Check one of the following:

The vendor/individual is not owned or operated by anyone who has been convicted of a felony.

The vendor/individual is a publicly held corporation and is exempt from this requirement.

The vendor/individual is owned or operated by the following individual(s) who has/have been convicted of a felony:

Name(s) and conviction details:

Authorized Representatives Signature of Certification:  _____

Authorized Representatives Printed Name: Ian Dunnington

Firm Name: iT1 Source, LLC

Date of Certification: 07/25/2022

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

iT1 Source, LLC does not have a conflict of interest

2 **Check this box if you are filing an update to a previously filed questionnaire.** (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

Yes No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7



Signature of vendor doing business with the governmental entity

07/25/2022

Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed;
or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

(i) a contract between the local governmental entity and vendor has been executed; or
(ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.