



**Durham, NC**

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**Phase 3 – S2 Security Upgrades at  
Multiple Durham County Facilities**

**RFP No. 25-029**

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**115 Bestwood Drive  
Clayton, NC 27520**



## **REQUEST FOR PROPOSALS**

### **Phase 3 - S2 Security Upgrades at Multiple Durham County Facilities**

**RFP No. 25-029**

**ISSUE DATE:**

**Date: February 2, 2025**

**ISSUING DEPARTMENT:**

**County of Durham Purchasing Division of Finance  
201 East Main Street, 7th Floor, Room 703  
Durham, NC 27701**

Sealed Proposals will be received until **2:00 P.M., Eastern Time on March 11, 2025**. The purpose and intent of the Request for Proposals (RFP) is to solicit proposals from qualified firms to provide the installation of Lenel S2 Video Management Servers, Cameras and access control at the Health and Human Services Building, Main Library, East Library, and Southwest Library.

All inquiries concerning the Scope of Services, Proposal Submission Requirements or Procurement Procedures should be directed to:

**Procurement Specialist: Godfrey Herndon**

**Purchasing Division of Finance**

**Email: [purchasinggroup@dconc.gov](mailto:purchasinggroup@dconc.gov)**

**Telephone: 919-560-0741**

Sealed Proposals shall be mailed and/or hand delivered to the Issuing Department shown above, and the envelope shall bear the name and number of this Request for Proposals (RFP). It is the sole responsibility of the Proposer to ensure that his/her Proposal reaches the Purchasing Division by the designated date and hour indicated above.

**In compliance with this Request for Proposals and to all the terms and conditions imposed herein, the undersigned offers and agrees to furnish the goods and services described in accordance with the attached signed proposal.**

Firm Name: BFPE International

Date: 3.10.25

Address: 115 Bestwood Dr

By: Mark Womack

Clayton, NC 27520

(Name Typed/Printed)

Phone: 919-550-2699

(Signature in Ink)

**Attachment A**



**PROPOSAL FORM**

**RFP No. 25-029**

In accordance with the attached instructions, terms, conditions, and Scope of Services we submit the following proposal to the County of Durham.

<b>Building Name</b>	<b>Building Address</b>	<b>Proposed Cost</b>
<b>Health &amp; Human Services</b>	<b>414 E Main St</b>	<b>\$ 379,179.90</b>
<b>Main Library</b>	<b>300 N Roxboro St</b>	<b>\$ 118,807.87</b>
<b>Southwest Regional Library</b>	<b>3605 Shannon Rd</b>	<b>\$ 88,428.22</b>
<b>East Regional Library</b>	<b>211 Creek Ln</b>	<b>\$ 90,945.35</b>

**TOTAL PROPOSED COST**

**\$ 677,361.34**

Six Hundred Seventy Seven Thousand, Three Hundred Sixty One Dollars and 34 Cents

***(Total Proposed Cost in Writing)***

**The above Total Proposed Cost should be based on being awarded the entire project.**

I certify that the contents of this proposal are known to no one outside the firm, and to the best of my knowledge all requirements have been complied with.

Date: 3.10.25

Authorized Signature: Mark Womack

Name

Operations Manager & Business Development

Title

BFPE International

Firm Name

**Attachment C**

**ADDENDUM ACKNOWLEDGEMENT**

**Phase 3 - S2 Security Upgrades at Multiple Durham County Facilities**

**RFP No. 25-029**

Receipt of the following Addendum is acknowledged:

Addendum no. 1 Date 2.28.25

Addendum no.            Date           

Addendum no.            Date           

Addendum no.            Date           

Addendum no.            Date           

Signature:  Date: 3.10.25

BFPE International

\_\_\_\_\_  
Name of Firm

**Attachment D**

**NON-COLLUSION AFFIDAVIT**

State of North Carolina

County of Durham

Mark Womeck

being first duly sworn, deposes and says that:

1. He/She is the Operations Manager of BFPE International the Proposer that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
3. Such Proposal is genuine and is not a **collusive** or **sham** Proposal;
4. Neither the said Proposer nor any of its officers, partners, owners agents, representatives, employees or parties of interest, including this affidavit, has in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm or person to submit a **collusive** or **sham** Proposal in connection with the contract for which the attached Proposal has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm or person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit or cost element of the Proposal price of any other Proposer or to secure through collusion, conspiracy, connivance or unlawful agreement any advantage against the County of Durham or any person interested in the proposed contract; and
5. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affidavit.

[Signature]

Signature of Proposer

3.10.25

Date

Subscribed and sworn before me,  
this 10 day of March, 2025

Danielle V. Vance

Notary Public

**DANIELLE V VANCE**  
**NOTARY PUBLIC**  
Johnston County, North Carolina  
My Commission Expires August 26, 2028

Notary Public Danielle V. Vance  
My Commission Expires: 8-26-28

**Attachment F**

**AFFIDAVIT OF COMPLIANCE**

**STATE OF NORTH CAROLINA  
COUNTY OF DURHAM**

**AFFIDAVIT OF COMPLIANCE  
with N.C. E-Verify Statutes**

I, Ben Toler (hereinafter the "Affiant"), being duly authorized by and on behalf of  
BFPE International (hereinafter "Contractor") after first being duly sworn hereby swears or  
affirms as follows:

1. Contractor understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes; and
2. Contractor understands that an "Employer", as defined in NCGS§64-25(4), is required by law to use E-Verify to verify the work authorization of its employees through E-Verify in accordance with NCGS§64-26(a). The term "Employer" does not include State agencies, counties, municipalities, or other governmental bodies.
3. Contractor is a person, business entity, or other organization that transacts business in this State and that employs 25 or more employees in the state of North Carolina. (mark Yes or No)
  - a. YES ☒
  - b. NO ☐
4. Contractor will ensure compliance with E-Verify to the extent applicable and will ensure compliance by any subcontractors subsequently hired by Contractor to perform work under Contractor's contract with Durham County.

This 10 day of March, 2025  
Benjamin F. Toler  
Signature of Affiant

Print or Type Name: Benjamin F. Toler

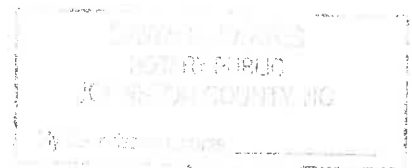
State of NC  
County of Johnston

Signed and sworn to (or affirmed) before me, this the 10  
day of March, 2025

My Commission Expires:

07-08-26 Dawn R. Parris  
Notary Public

(Affix Official/Notarial Seal)





## VENDOR APPLICATION

IT IS CRITICAL TO THE COUNTY THAT YOU COMPLETE ALL DATA - PLEASE PRINT OR TYPE  
(A W-9 FORM IS REQUIRED AND MUST BE SUBMITTED WITH THIS FORM)

1. Vendor Name: BFPE International
- Do you require a 1099? Yes ☒ No ☐
2. Mailing address for payments: 115 Bestwood Dr  
Clayton, NC 27520
3. Mailing address for purchase orders, proposals and bids: 115 Bestwood Dr  
Claytone, NC 27520
4. Contact Person Mark Womack Phone #: 919-550-2699  
Email: mwomack@bfpe.com Fax #: \_\_\_\_\_
5. In what City and State is your firm licensed? Clayton, NC  
If licensed in NC, indicate County (for tax purposes) Johnston  
Individual Partnership ☐ Corporation ☒ Governmental Agency ☐ Other ☐
6. Is your firm a large business? Yes ☒ No ☐ 7. Is your firm a small business? Yes ☐ No ☒
8. Is your firm 51 percent or more owned and operated by a woman? Yes ☒ No ☐  
If yes, with what governmental agencies are you certified? \_\_\_\_\_
9. Is your firm 51 percent or more owned and operated by a minority? Yes ☐ No ☒
10. If yes, with what governmental agencies are you certified? \_\_\_\_\_
11. Identify appropriate minority group:  
Black American ☐ Native American ☐ Hispanic ☐ Asian/Pacific ☐ Asian Indian ☐
12. Is your firm incorporated? Yes ☒ No ☐
13. Is your firm a not-for-profit concern? Yes ☐ No ☒
14. Is your firm a handicapped business concern? Yes ☐ No ☒
15. Give a brief description of goods or services your firm provides:  
Total fire protection and security

Signature: 

Title: Operations Manager / Sales

Print name: Mark Womack

Date: 3/11/25

If you have any questions concerning this form, email Durham County Purchasing Division at [purchasinggroup@dconc.gov](mailto:purchasinggroup@dconc.gov)

### NOTICE TO THE BIDDERS/PROPOSERS

Please return this Vendor Application and W-9 along with your Bid Proposal packet.

### PURCHASING TO COMPLETE (when received from the department)

Listed as Debarred or Suspended Vendors?

<https://www.sam.gov> ☐ Yes ☐ No

<https://www.doa.nc.gov/divisions/purchase-contract/debarred-vendors> ☐ Yes ☐ No

Verified by: \_\_\_\_\_

Date: \_\_\_\_\_

**Request for Taxpayer  
Identification Number and Certification**

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Give form to the  
requester. Do not  
send to the IRS.

**Before you begin.** For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type.  
See Specific Instructions on page 3

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) <b>BFFT International, Inc.</b>	
2 Business name/disregarded entity name, if different from above.	
3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) <b>Note:</b> Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions)	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  Exempt payee code (if any)  Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)  (Applies to accounts maintained outside the United States.)
3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions. <input type="checkbox"/>	
5 Address (number, street, and apt. or suite no.). See instructions. <b>7512 Connelley Drive</b>	Requester's name and address (optional)
6 City, state, and ZIP code <b>Harrover, MD 20626</b>	
7 List account number(s) here (optional) <b>*** Payment only PO Box 791045 Baltimore, MD 21279 ***</b>	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number	
<div></div>	<div></div>
or	
Employer identification number	
<div>52</div>	<div>0957166</div>

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person <b>Dmy D. Bitten</b>	Date <b>1/24/25</b>
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**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**What's New**

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1085).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they



## Affidavit A

### ATTACH TO BID

#### State of North Carolina AFFIDAVIT A - List of the Good Faith Effort

##### COUNTY OF DURHAM

Affidavit of BFPE International

(Name of Bidder)

**I have made a good faith effort to comply under the following areas checked:**  
(A minimum of 5 areas must be checked in order to have achieved a "good faith effort")



1-Contacted minority businesses that reasonably could have expected to submit a quote and that were known to the contractor, or available on State or local government-maintained lists, at least 10 days before the bid date and notified them of the nature and scope of the work to be performed.



2-Made the construction plans, specifications and requirements available for review by prospective minority businesses or providing these documents to them at least 10 days before the bids are due.



3-Broken down or combined elements of work into economically feasible units to facilitate minority participation.



4-Worked with minority trade, community, or contractor organizations identified by the Office of Historically Underutilized Businesses and included in the bid documents that provide assistance in recruitment of minority business.



5-Attended pre-bid meetings scheduled by the public owner.



6-Provided assistance in getting required bonding or insurance or provided alternatives to bonding or insurance for subcontractors.



7-Negotiated in good faith with interested minority businesses and did not reject them as unqualified without sound reasons based on their capabilities. Any rejection of a minority business based on lack of qualification should have the reasons documented in writing.



8-Provided assistance to an otherwise qualified minority business in need of equipment, loan capital, lines of credit, or joint pay agreements to secure loans, supplies, or letters of credit, including waiving credit that is ordinarily required. Assisted minority businesses in obtaining the same unit pricing with the Bidder's suppliers in order to help minority businesses in establishing credit.



9-Negotiated joint venture and partnership arrangements with minority businesses in order to increase opportunities for minority business participation on a public construction or repair project when possible.



10-Provided quick pay agreements and policies to enable minority contractors and suppliers to meet cashflow demands.

In accordance with GS 143-128.2(d) the undersigned will enter into a formal agreement with the firms listed in the Identification of Minority Business Participation schedule conditional upon execution of a contract with the Owner. Failure to abide by this statutory provision will constitute a breach of the contract.

The undersigned hereby certifies that he or she has read the terms of the minority business commitment and is authorized to bind the bidder to the commitment herein set forth.

Date:

3/10/25

Name of Authorized Officer:

Benjamin F. Toler

Signature:

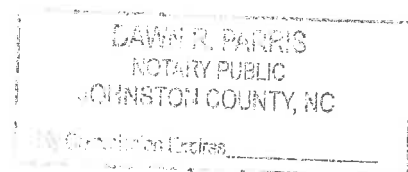
Benjamin F. Toler

Title:

General Manager



State of North Carolina, County of Johnston  
Subscribed and sworn to before me this 10 day of March 2025  
Notary Public Dawn R. Parris  
My commission expires 07-08-2026



**Affidavit B**

**ATTACH TO BID - IF YOU ARE NOT UTILIZING SUBCONTRACTORS**

**State of North Carolina AFFIDAVIT B - Intent to Perform Contract with Own Workforce**

**COUNTY OF DURHAM**

Affidavit of BFPE International  
(Name of Bidder)

I hereby certify that it is our intent to perform 100% of the work required for  
he Phase 3 - S2 Security Upgrades at Multiple Durham County Facilities contract.  
(Name of Project)

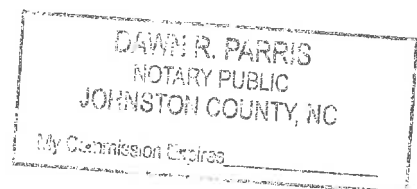
In making this certification, the Bidder states that the Bidder does not customarily subcontract elements of this type project, and normally performs and has the capability to perform and will perform all elements of the work on this project with his/her own current work forces; and agrees to provide any additional information or documentation requested by the owner in support of the above statement.

The undersigned hereby certifies that he or she has read this certification and is authorized to bind the Bidder to the commitments herein contained.

Date: 3/10/25  
Name of Authorized Officer: Benjamin F. Toler  
Signature: Benjamin F. Toler  
Title: General Manager



State of North Carolina, County of Johnston  
Subscribed and sworn to before me this 10 day of March 2025  
Notary Public Dawn R. Parris  
My commission expires 07-08-2026



**Affidavit C****ATTACH TO BID - IF YOU HAVE MWBE PARTICIPATION****State of North Carolina AFFIDAVIT C - Portion of the Work to be Performed by Minority Firms****COUNTY OF DURHAM**

Durham County Goals for MWBE Participation in the Procurement of Goods, Services and Construction

Categories	Construction	Architect/ Engineer	Services	Goods	MWBE Availability % (Median Availability)
Black American	14.6	9.8	10.9	2.8	10.4%
Asian American	1.3	3.0	1.1	.43	1.3%
Hispanic American	4.2	1.8	1.1	.43	1.5%
American Indian	.65	.75	1.0	.5	.70%
White Female	13.8	11.0	9.5	7.1	10.3%
<b>Overall MWBE Participation Goal =</b>					<b>25.0%</b>

Affidavit of BFPE International  
(Name of Bidder)

I do hereby certify that on the

Phase 3 - S2 Security Upgrades at Multiple Durham County Facilities  
(Project Name)

Project ID No. \_\_\_\_\_ Amount of Bid \$ \_\_\_\_\_

I will expend a minimum of \_\_\_\_\_% of the total dollar amount of the contract with minority businesses enterprises. Work will be subcontracted to the following firms listed below. Attach additional sheets if needed.

Firm Name (Street Address/Zip/Telephone)	*Minority Category	Work Description	Dollar Value	Percentage of Goal

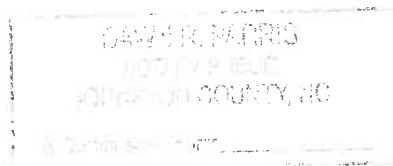
**\*Minority categories:** Black, African American (B), Hispanic (H), Asian American (A), American Indian (I), Female (F)

Pursuant to GS 143-128.2(d), the undersigned will enter into a formal agreement with Minority Firms for work listed in this schedule conditional upon execution of a contract with the Owner. Failure to fulfill this commitment may constitute a breach of the contract.

The undersigned hereby certifies that he or she has read the terms of this commitment and is authorized to bind the bidder to the commitment herein set forth.

Date: 3/10/25 Name of Authorized Officer: Benjamin F. TelerSignature: Benjamin F. TelerTitle: General ManagerState of North Carolina, County of Johnston  
Subscribed and sworn to before me this 10 day of March 2025  
Notary Public Dawn R. Harris  
My commission expires 07-08-26

SEAL





115 Bestwood Drive  
Clayton, NC 27520  
Phone (919) 550-2699  
Fax (919) 550-0719

## Executive Summary

We will be installing LenelS2 Video Management Servers, Cameras, and access control systems at the following locations.

- Health and Human Services Building
- Main Library
- East Library
- Southwest Library

### Health and Human Services – 414 E Main St.

- Provide and install a new LenelS2 NetVR with 44 enterprise camera licenses.
- Provide and install new Life Safety Power enclosures with new power supplies, batteries, and Mercury controllers.
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.

### Main Library – 300 N. Roxboro St.

- Provide and install a new LenelS2 NetVR with 42 enterprise camera licenses.
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.

### East Regional Library – 211 Creek Ln.

- Provide and install a new LenelS2 NetVR with 20 enterprise camera licenses.
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.

### East Regional Library – 3605 Shannon Rd.

- Provide and install a new LenelS2 NetVR with 22 enterprise camera licenses
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.



115 Bestwood Drive  
Clayton, NC 27520  
Phone (919) 550-2699  
Fax (919) 550-0719

### **Corporate Overview**

BFPE International is a privately held company founded in 1970. Mr. Jim Boyer started this company in his grandmother's basement with a \$1000 loan that she gave him. BFPE is now a full-service fire protection and security integration firm. BFPE is headquartered in Hanover, Maryland with branch offices in Dover, Delaware, Chesapeake, Virginia, York Pennsylvania. BFPE also has offices in Clayton and Wilmington North Carolina. This allows us to serve customers from Pennsylvania to South Carolina and Delaware to Ohio. Each office can provide sales, installation, inspection, testing and engineering services.

BFPE International maintains an international presence, completing projects in distant locales such as Bermuda, Egypt, Germany, Italy, and Saudi Arabia. We have provided services to all types of organizations, from small restaurants to Fortune 500 corporations.

This project will be handled out of our Clayton, NC office.

Contact info is below:

Mark Womack  
Security Operations & Business Development  
mwomack@bfpe.com  
919-550-2699

BFPE International  
115 Bestwood Dr  
Clayton, NC 27520



115 Bestwood Drive  
Clayton, NC 27520  
Phone (919) 550-2699  
Fax (919) 550-0719

### **Approach**

Upon the award of the contract, BFPE will conduct a kick-off meeting with the end user. We will discuss timelines, product lead time, installation coordination, and clear up any logistics and preliminary questions. Weekly updates will be given during the duration of the project.

BFPE International proposes installing LenelS2 Video Management Servers, and access control systems at multiple locations for Durham County. The scope at each location varies per building.

#### **Health and Human Services – 414 E Main St.**

- Provide and install a new LenelS2 NetVR with 44 enterprise camera licenses.
- Provide and install new Life Safety Power enclosures with new power supplies, batteries, and Mercury controllers.
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.

#### **Main Library – 300 N. Roxboro St.**

- Provide and install a new LenelS2 NetVR with 42 enterprise camera licenses.
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.

#### **East Regional Library – 211 Creek Ln.**

- Provide and install a new LenelS2 NetVR with 20 enterprise camera licenses.
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior cameras.
- Provide programming as described in the specifications.

#### **East Regional Library – 3605 Shannon Rd.**

- Provide and install a new LenelS2 NetVR with 22 enterprise camera licenses
- Provide and install white category six cable and patch panels in j-hooks or conduit.
- Provide and install AXIS cameras and mounts as described in the specifications and addendum.
- Provide and install surge protection for the exterior



115 Bestwood Drive  
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Phone (919) 550-2699  
Fax (919) 550-0719

#### **All Locations**

- Assess the current state of all ACS and VMS systems to include DPS, REX, duress alarms, remote door release switches to determine operability
- Replace switches with IS&T approved Cisco switches
- Utilize Mercury MR52 and 1502 boards
- Run cables as necessary and ensure that cables are properly organized and tied down
- Provide UPS units for each telecom closet
- Program all inputs, events, and readers into the S2 Enterprise system in accordance with the naming convention provided by the customer
- Patch panels will be utilized
- Cables and camera bases will be identified in accordance with the naming convention provided by the customer
- Cameras will be programmed into the S2 Enterprise system and identified according to the naming convention provided by the customer
- Programming of Magic Monitor to include dynamic cells, interactive Maps and full integration into Lenel S2 access control system
- Camera views must be approved by the customer
- Obtain camera licenses as required
- Test all systems for operability prior to requesting commissioning tests
- Provide as-built drawings and warranty documentation to the customer after installation is complete



115 Bestwood Drive  
Clayton, NC 27520  
Phone (919) 550-2699  
Fax (919) 550-0719

### **Organization & Staffing**

I would like to take this opportunity to outline the roles and responsibilities within our team for the upcoming project. Our team is comprised of the Operations & Sales Manager, Design Engineers, Project Managers (PM), and Field Technicians.

The Field Technicians will be in the field installing the cable and security equipment based off a set of plans that will be put together by our Design Engineers. The Project Manager will be the one guiding the Field Technicians and answering any questions they may have. The PM will also be taking part in the coordination meetings with the stakeholders. If any issues come up, the Field Techs will bring it to the attention of the PM. If the PM encounters a challenge beyond their resolution, they will escalate it to the Design Engineers and the Operations Manager. Collectively, we will collaborate to find solutions.

Mark Womack – Security Operations & Business Development  
Chris Russo – Security Sales Engineer & Project Manager  
Aaron Crumpler – Assistant Security Engineer  
Chris Dean – Project Manager  
Rodney Pearce – Installation Manager  
Eli Sanchez – Lead Technician  
Luis Serrano – Lead Technician  
Tony Geninatti – Lead Technician  
Jamie Harris – Lead Technician  
Jason Russo – Installation Technician  
Michael Welborn – Installation Technician  
Stef Novak – Installation Technician  
Zach Fowler – Installation Technician  
Shay Ireland – Installation Technician

There are over 150 employees in the Clayton, NC branch of BFPE International. The above personnel have a combined experience of more than 125 years. Most, if not all, of the above will be involved with this project to make sure this project is completed in a timely manner.



# MARK C. WOMACK

Fuquay Varina, NC 27526 • 919-320-5139 • mwomack@bfpe.com

**E**nterprising, hardworking and technically skilled in various roles of business management. Innovative thinker with broad-based expertise in operations, finance and business development. Proven ability to quickly analyze business drivers and develop strategies to grow the bottom-line. Management career spans 15 years of experience in commercial and industrial safety and security, retail, and other industries and has included accountability for successful management of single projects ranging from \$1K to \$2 Million. Backed by solid credentials (Certified Security Project Manager) and proficiencies in MS Office, MS Project, Siebel and Timberline. Seeking a position with a rock solid company in business management or equivalent as a General Manager or Vice President.

## KEY SKILLS

- Leading Change
- Redesigning Business Processes
- Negotiating & Closing Deals
- Raising Capital
- Vendor Negotiations & Management
- Developing New Business
- Growing Revenue & Profit
- Forming Strategic Alliances
- Managing Budgets and P&Ls
- Leading and Developing Teams

## PROFESSIONAL EXPERIENCE

BFPE International – Clayton, NC

March 2011 – Present

### **Operations Manager / Business Development**

Manage vendor/supplier relations dealing with fire alarm, access control, CCTV, area of rescue, nurse call and emergency phone systems; manage operations personnel; and ensure accurate and compliant security files and records in accordance with company policies and government regulations.

#### **Key Results:**

- Implement next-generation technologies and process automations to foster an environment of continuous improvement.
- Renegotiated payment terms with dozens of suppliers/vendors from Net 30 to Net 90 days. Improve cash flow and helped facilitate company's return to profitability.
- Develop new business partnerships with clients and built solid relationships which resulted in continuous business and growth of company.

Commercial Security and Fire Alarm Inc – Raleigh, NC

Jan 2010 – March 2011

### **Operations Manager**

Managed vendor/supplier relations dealing with access control, CCTV, area of rescue, nurse call and emergency phone systems; handled A/P and A/R processes; managed sales and operations personnel; oversaw the accurate processing of invoices and purchase orders; managed P&L and WIP reports; addressed escalated issues from employees, vendors and clients regarding accounts payable; and ensured accurate and compliant security files and records in accordance with company policies and government regulations.

#### **Key Results:**

- Completely turned the company around that was in the process of closing the doors to being in the black in 1 year.
- Completely restructured company with an organizational chart and streamlined reporting processes for more efficient company business practices.
- Implemented next-generation technologies and process automations to foster an environment of continuous improvement. Set up proper training for employees which propelled efficiency gains and significant time- and cost-savings.
- Facilitated sound recordkeeping and thorough documentation in the event of an internal or external audit.

# MARK C. WOMACK

## Résumé

- Implemented a log and instituted thorough cross-checking of packing slips, receivers and invoices that halted a previous history of thousands of dollars in overpayments to suppliers.
- Renegotiated payment terms with dozens of suppliers/vendors from Net 30 to Net 90 days. Improved cash flow and helped facilitate company's return to profitability.

Ingersoll Rand Security Technologies – Durham, NC

2002 - 2009

**Business Development Representative**, 2007 - 2009

**Project Manager**, 2004 - 2007

**Lead Field Technician**, 2002 - 2004

Managed multiple projects at any given time ranging from \$3K to \$2 Million; managed multiple technicians as they installed various systems; controlled all costs associated with projects; oversaw the accurate processing of invoices and purchase orders; managed P&L and WIP reports; provided solutions to various clients for their safety and security needs; increased sales in the Raleigh/Durham office by \$1.5 Million annually

***Key Results:***

- Managed multiple projects at any given time and insured that all projects came in under cost.
- Assisted in the implementation of next-generation technologies and process automations to foster an environment of continuous improvement. Set up proper training for employees which propelled efficiency gains and significant time- and cost-savings.
- Developed new business partnerships with clients and built solid relationships which resulted in continuous business and growth of company.

Autonomic Systems Inc. – Cary, NC

2000-2002

**Lead Technician**

Installed and serviced various fire alarm, access control and CCTV systems; up-sold additional equipment on many jobs to assist in increase in company profitability; managed electrical contractors on best installation practices of low voltage systems.

***Key Results:***

- Increased company profitability wherever possible.
- Built excellent working relationships with electrical contractors as well as end users which resulted in continuous business and growth of company.

Pilot Home Technologies – Raleigh, NC

1999-2000

**Lead Technician**

Installed and serviced various Direct TV and Dish Network Satellite systems; installed and serviced wireless security systems in client's homes; managed and controlled stock room inventory.

***Key Results:***

- Increased company profitability wherever possible.
- Built excellent working relationships with various clients which resulted in continuous business and growth of company.

US Army – Fort Benning, GA

1996-1999

**Infantry**

Conducted and received various training exercises for the military; was a squad leader and was in charge of a number of soldiers at any given time; received various expert badges and medals from various battalion commanders.

***Key Results:***

- Was trained to up to be a leader and learn how to handle various situations under pressure.
- Was taught by some of the best military personnel and learned how to take care of my soldiers.

# MARK C. WOMACK

Résumé

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## EDUCATION

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- I have achieved the Certified Security Project Manager Certification (CSPM).
- NC Low Voltage License Holder (SP-FA/LV)
- NC Alarm Systems License Holder
- Attended multiple Fire Alarm, Access Control, Video Surveillance, and Nurse Call Training classes.
- Proficient in MS Office, MS PowerPoint, MS Project, Siebel and Timberline.
- Currently studying for the CPP Certification. (Certified Protection Professional)



115 Bestwood Drive  
Clayton, NC 27520  
Phone (919) 550-2699  
Fax (919) 550-0719

### **Qualifications & Experience**

1. Fayetteville Tech Community College – Fayetteville, NC  
Chief Joseph Bailer  
Police Chief  
910-678-8287  
- S2 Security access control upgrade campus wide. \$350k
2. RDU International Airport - RTP, NC  
Mr. Scott Johnson  
Electronics & Security Division  
919-840-7583  
- Sony CCTV upgrade & installation. \$1.2m
3. Local Government Federal Credit Union – Raleigh, NC  
Mr. Gene Norris  
Facilities Engineer  
919-755-0534  
- Access control & CCTV installation for their two buildings. \$500k



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### **MWBE Participation**

Our firm has implemented a MWBE (Minority and Women-Owned Business Enterprise) outreach and engagement program designed to actively identify, qualify, and incorporate MWBEs into our contracting process, aiming to consistently meet or exceed county-mandated participation goals.

1. We maintain a list of MWBEs that we've used in the past.
2. We reach out to MWBEs through phone calls and / or emails to inform them about project opportunities that align with their capabilities.