



GWINNETT COUNTY  
DEPARTMENT OF FINANCIAL SERVICES  
PURCHASING DIVISION

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GwinnettCounty.com

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January 20, 2026

**AWARD NOTICE  
BL104-25**

**Provision of Galaxy Access Control System Integrator Services on an Annual Contract**

Pursuant to the bids received on November 21, 2025 for BL104-25 Provision of Galaxy Access Control System Integrator Services on an Annual Contract the bid has been awarded to A3 Communications, Inc., in the base bid amount of \$208,744.25. Please note the enclosed bid tabulation.

We appreciate your bid and interest in Gwinnett County.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bethany White".

Bethany White  
Purchasing Associate II

BW/bc

Enclosure

BL104-25

Provision of Galaxy Access Control System Integrator Services an Annual Contract  
 Department of Support Services

			A3 Communications, Inc. (L)		Inframark, LLC (L)		Integrated Security Technologies, LLC (OC)	
ITEM #	DESCRIPTION	QUANTITY	UNIT COST	TOTAL COST	UNIT COST	TOTAL COST	UNIT COST	TOTAL COST
<b>SECTION A - PREVENTATIVE MAINTENANCE</b>								
1	Preventative Maintenance Annual Inspection for Current CPU's ( <b>Lump Sum Fee</b> )	175	\$209.31	\$36,629.25	\$223.14	\$39,049.50	\$33.47	\$5,857.25
2	Unit Price Per Panel for Preventative Maintenance Tasks – New Panels Added during Contract Term ( <b>Cost per Panel</b> )	1 PANEL	\$750.00	\$750.00	\$142.00	\$142.00	\$550.00	\$550.00
3	Unit Price for Client Workstation Installation and/or Upgrade ( <b>Cost per Workstation</b> )	30 WORK STATION	\$120.00	\$3,600.00	\$425.99	\$12,779.70	\$350.00	\$10,500.00
4	Unit Price per Panel for Firmware Upgrade ( <b>Cost per Panel</b> )	175 PANEL	\$60.00	\$10,500.00	\$71.00	\$12,425.00	\$175.00	\$30,625.00
			<b>SECTION A TOTAL</b>	<b>\$51,479.25</b>		<b>\$64,396.20</b>		<b>\$47,532.25</b>
<b>SECTION B - TROUBLESHOOTING &amp; EMERGENCY TIME &amp; MATERIAL REPAIRS</b>								
5	State the Rate for Electrical Installation Labor Per Person During Normal Business Hours	120 HRS	\$105.00	\$12,600.00	\$142.00	\$17,040.00	\$145.00	\$17,400.00
6	State the Rate for Electrical Installation Labor Per Person After Normal Business Hours	20 HRS	\$161.00	\$3,220.00	\$213.00	\$4,260.00	\$250.00	\$5,000.00
7	State the Rate for Technician Labor Per Person During Normal Business Hours	200 HRS	\$115.00	\$23,000.00	\$142.00	\$28,400.00	\$135.00	\$27,000.00
8	State the Rate for Technician Labor Per Person After Normal Business Hours	70 HRS	\$180.00	\$12,600.00	\$213.00	\$14,910.00	\$225.00	\$15,750.00
9	State the Rate for Project Manager Labor Per Person During Normal Business Hours	100 HRS	\$120.00	\$12,000.00	\$176.45	\$17,645.00	\$135.00	\$13,500.00
10	State the Rate for Project Design Engineer	20 HRS	\$120.00	\$2,400.00	\$159.69	\$3,193.80	\$195.00	\$3,900.00
11	State the Rate for Project Drafter	20 HRS	\$120.00	\$2,400.00	\$159.69	\$3,193.80	\$135.00	\$2,700.00
12	State Trip Charge	75 HRS	\$95.00	\$7,125.00	\$142.00	\$10,650.00	\$95.00	\$7,125.00
13	State percentage of increase above cost for all Non-Galaxy parts and materials (Not to EXCEED 15%)	\$10,000.00 EACH	14%	\$11,400.00	14%	\$11,400.00	15%	\$11,500.00
14	All Galaxy hardware shall be based on the current manufacturer published list price minus the stated percentage of decrease off list price.	\$40,000.00 EACH	35%	\$26,000.00	26%	\$29,600.00	10%	\$36,000.00
			<b>SECTION B TOTAL</b>	<b>\$112,745.00</b>		<b>\$140,292.60</b>		<b>\$139,875.00</b>

BL104-25

Provision of Galaxy Access Control System Integrator Services an Annual Contract  
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SECTION C -DEFINED SCOPE PROJECT OR TASK WORK			A3 Communications, Inc. (L)		Inframark, LLC (L)		Integrated Security Technologies, LLC (OC)	
15	State the Rate for Electrical Installation Labor Per Person During Normal Business Hours	40 HRS	\$105.00	\$4,200.00	\$142.00	\$5,680.00	\$135.00	\$5,400.00
16	State the Rate for Electrical Installation Labor Per Person After Normal Business Hours	20 HRS	\$161.00	\$3,220.00	\$213.00	\$4,260.00	\$225.00	\$4,500.00
17	State the Rate for Technician Labor Per Person During Normal Business Hours	40 HRS	\$115.00	\$4,600.00	\$142.00	\$5,680.00	\$125.00	\$5,000.00
18	State the Rate for Technician Labor Per Person After Normal Business Hours	10 HRS	\$180.00	\$1,800.00	\$213.00	\$2,130.00	\$200.00	\$2,000.00
19	State the Rate for Project Manager Labor Per Person During Normal Business Hours	20 HRS	\$120.00	\$2,400.00	\$176.45	\$3,529.00	\$135.00	\$2,700.00
20	State the Rate for Project Design Engineer	40 HRS	\$120.00	\$4,800.00	\$159.69	\$6,387.60	\$195.00	\$7,800.00
21	State the Rate for Project Drafter	40 HRS	\$120.00	\$4,800.00	\$159.69	\$6,387.60	\$135.00	\$5,400.00
22	State percentage of increase above cost for parts and materials (Not to EXCEED 15%)	\$5,000.00 EACH	14%	\$5,700.00	14%	\$5,700.00	15%	\$5,750.00
23	All Galaxy hardware shall be based on the current manufacturer published list price minus the stated percentage of decrease off list price.	\$20,000.00 EACH	35%	\$13,000.00	26%	\$14,800.00	10%	\$18,000.00
SECTION C TOTAL			\$44,520.00		\$54,554.20		\$56,550.00	
SECTION A, B, & C TOTAL			\$208,744.25		\$259,243.00		\$243,957.25	
WILL VENDOR HOLD PRICING FIRM? OPTION ONE			10% Increase		5% Increase		TBD	
WILL VENDOR HOLD PRICING FIRM? OPTION TWO			10% Increase		5% Increase		TBD	
WILL VENDOR HOLD PRICING FIRM? OPTION THREE			15% Increase		5% Increase		TBD	
WILL VENDOR HOLD PRICING FIRM? OPTION FOUR			15% Increase		5% Increase		TBD	

## Recommended Vendor:

A3 Communications, Inc.

Attn: Pat Liesen

2925 Shawnee Industrial Way, Suite 800

Suwanee, GA 30024

(770) 815-3547

[pliesen@a3communications.com](mailto:pliesen@a3communications.com)