



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", written over a light blue horizontal line.

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
SECTION A - PREVENTATIVE MAINTENANCE									
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
SECTION A TOTAL				\$51,479.25		\$64,396.20		\$47,532.25	
SECTION B - TROUBLESHOOTING & EMERGENCY TIME & MATERIAL REPAIRS									
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
SECTION B TOTAL				\$112,745.00		\$140,292.60		\$139,875.00	

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Department of Support Services

				A3 Communications, Inc. (L)		Inframark, LLC (L)		Integrated Security Technologies, LLC (OC)	
<b>SECTION C - DEFINED SCOPE PROJECT OR TASK WORK</b>									
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
<b>SECTION C TOTAL</b>				<b>\$44,520.00</b>		<b>\$54,554.20</b>		<b>\$56,550.00</b>	
<b>SECTION A, B, &amp; C TOTAL</b>				<b>\$208,744.25</b>		<b>\$259,243.00</b>		<b>\$243,957.25</b>	
<b>WILL VENDOR HOLD PRICING FIRM? OPTION ONE</b>				10% Increase		5% Increase		TBD	
<b>WILL VENDOR HOLD PRICING FIRM? OPTION TWO</b>				10% Increase		5% Increase		TBD	
<b>WILL VENDOR HOLD PRICING FIRM? OPTION THREE</b>				15% Increase		5% Increase		TBD	
<b>WILL VENDOR HOLD PRICING FIRM? OPTION FOUR</b>				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)