



**COUNTY OF ERIE
DIVISION OF PURCHASE
MEMORANDUM**

To: All Using Departments

From: Jamie Kucewicz, Buyer

Date: April 1, 2026

Subject: COUNTYWIDE BUILDING SECURITY SYSTEM MAINTENANCE

Bid No.: 250229-002

Effective Dates: January 1, 2026 through December 31, 2028

Vendor #: 107772

Vendor: STARK TECH OPERATING COMPANY
2100 Wehrle Drive
Williamsville, NY 14221

Telephone: 716-693-4490

Contact: Daniel Hagen

Pricing: per attached document



**COUNTY OF ERIE
DIVISION OF PURCHASE**

INVITATION TO BID

Bids, as stated below, will be received and publicly opened by the Division of Purchase in accordance with the attached specifications. FAX bids are unacceptable. Bids must be submitted in a sealed envelope to:

County of Erie
Division of Purchase
Attention: JAMES D. KUCEWICZ, BUYER (716) 858-6336
95 Franklin Street, Room 1254
Buffalo, New York 14202-3967

NOTE: Lower left-hand corner of envelope MUST indicate the following:

BID NUMBER: 250229-002

OPENING DATE: December 29, 2025 TIME: 11:00 AM

FOR : Countywide Building Security Systems Maintenance

NAME OF BIDDER: Stark Tech Operating Company

If you are submitting other Invitations to Bid, each bid must be enclosed in a separate envelope.

Following EXHIBITS are attached to and made a part of the bid specifications, and part of any agreement entered into pursuant to this Invitation to Bid:

- EXHIBIT "A" - Assignment of Public Contracts
- EXHIBIT "B" - Purchases by Other Local Governments or Special Districts
- EXHIBIT "C" - Construction/Reconstruction Contracts
- EXHIBIT "D" - Bid Bond (Formal Bid)
- EXHIBIT "E" - Bid Bond (Informal Bid)
- EXHIBIT "EP" - Equal Pay Certification
- EXHIBIT "F" - Standard Agreement
- EXHIBIT "G" - Non-Collusive Bidding Certification
- EXHIBIT "H" - MBE/ WBE Commitment
- EXHIBIT "IC" - Insurance
- EXHIBIT "P" & EXHIBIT "PBI" - Performance Bond
- EXHIBIT "Q" - Confined Space Program Certification
- EXHIBIT "PW" - NYS Prevailing Wage
- EXHIBIT "V" - Vendor Federal Compliance Certification

County of Erie
DIVISION OF PURCHASE
BID SPECIFICATIONS

BID NO. 250229-002

Ship to: County of Erie
 Attention: Sewer District
 Address:

Ship Via: Most Economical
 Date Required at Destination: As Required

ITEM NO.	QUANTITY	U/M	CATALOG NO./DESCRIPTION	TOTAL PRICE
			Please furnish pricing for Maintenance of Countywide Building Security	
			Systems per the attached specifications.	
			Term of the contract will be January 1, 2026 – December 31, 2028.	
			Please provide pricing in "Article V - Payment" below.	See Below
			2026 : \$1,660,900 2027 : \$626,800 2028: \$586,100	
			Total 3 Year (2026,2027,2028) Cost Total : \$2,873,800.00	
			For questions in regard to the specifications of this bid,	
			please contact Dave Rodemeyer at (716) 858-6268.	

NOTE: Bid results cannot be given over the phone. All requests for bid results should be submitted in writing or faxed to:

ERIE COUNTY DIVISION OF PURCHASE
 Freedom of Information Officer
 95 Franklin Street, Rm. 1254
 Buffalo, NY 14202
 FAX #: 716/858-6465

NAME OF BIDDER Stark Tech Operating Company

SPECIFICATIONS

ARTICLE I – General Information

1001 – The Buildings and Grounds Division requires a maintenance contract for the Countywide Building Security Systems. This will be a three (3) year contract with option to renew annually for up to two (2) additional one-year terms, at 2028 pricing, upon mutual written agreement. The security system is integrated into the existing Andover Continuum. The security system is integrated into the existing Andover Continuum Building Management System and Schneider Security Expert System. It consists of multiple workstations with a redundant server configuration for command and control. Any services to the system must be performed by factory certified automation specialist technicians to ensure the integrity and listing of all systems. The contractor assumes all associated liabilities and risks when performing maintenance on the integrated system.

1002 – The Erie County security system is tied into the Erie County Emergency Information Control Network (EICN). Including security digital video & building management system. The contractor assumes all risks and liabilities on the EICN when servicing the system. All upgrades to the security system shall be compatible with the EICN.

1003 – The outlined services shall include for an annual, enterprise level coverage including all services detailed in the following paragraphs, for 13 facilities listed under enterprise coverage. All other facilities and systems listed will be covered on a time & materials basis. All panels, end devices, input-output modules, power supplies, controllers, modems, minor software revisions and field panel modifications are to be included but not limited to the following items in the Scope of Services.

1003.1 – The Energy Management System at the 25 Delaware / 92 Franklin Law Library Complex will be serviced by county personnel and require preapproval and a purchase order before service.

1004 - The County reserves the right to terminate (60-day written notice) at any time, for any reason, or suspend any part of the services described herein when conditions change , operation of a county facility is reduced or discontinued, or other similar circumstances take place. Upon termination, all work performed and outstanding invoices shall be paid within 30 days. Contractor shall return all County property, data, and confidential information immediately upon termination.

1005 – A pre-bid walk through will be scheduled for Friday, December 19, 2025 at 10:00am in the Rath Building located at 95 Franklin St, Buffalo, NY 14202. 1006 – See Article 4001 for facility locations and coverage.

ARTICLE II – Qualification of Bidders

2001 – The Contractor shall provide factory trained Service Specialists and Account Engineers to perform service, maintenance and repairs to the security systems at County Facilities Engineers with a minimum of five (5) years of experience in servicing Andover Continuum. The Contractor shall provide current documentation of factory training of Service Specialists and Account Engineers for programming, system trouble-shooting, system modification and repair to the system being serviced. The Contractor shall provide documentation that the assigned service personnel are scheduled for factory training refresher classes at least once per year on the security system. Manufacture's certification for Pelco VideoXpert, Avigilon Unity and Schneider Security Expert systems is required Proof of certifications is to be submitted at time of bid.

2001.1 - Primary Technician

Primary onsite technician must hold certifications in Pelco VideoXpert, Avigilon Unity, Schneider Security Expert, and have five (5) years relevant experience with Andover Continuum.

2001.2 - Additional Technicians

Contractor must maintain no fewer than five (5) additional technicians with the same certifications to ensure coverage during absences.

2002 – The Contractor shall be familiar with and have direct access to the latest versions of software for the security system. Provide documentation of current access to the planned provider of the software upgrades for the workstations and field panels for the owner's review. The Contractor shall maintain a stock of new parts (refurbished parts will only be acceptable when new parts are no longer available for a system still in use.) in their office and as a part of the rolling stock in each service vehicle. Contractor shall have access to electronic source documentation library for updates and assistance from the vendor's factory Field Support.

2003 – The Contractor shall have had a qualified service organization for a minimum of fifteen years. The Contractor shall be an established, certified security agency capable of performing all work described herein. The Contractor shall be an established, certified building security agency capable of performing all work described herein.

2004 – The Contractor shall have a flawless record with the department of labor. Any claims or infractions within the past ten years, specifically regarding prevailing rate, will disqualify the bidder.

2005 – The Contractor shall retain an employee holding a Physical Security Professional Certification through ASIS International.

2006 - Contractor shall comply with New York State Prevailing Wage Law, OSHA safety standards, and maintain all required certifications throughout the contract term.

ARTICLE III – Scope of Services

3001 – The Service Specialists shall perform reporting and documentation functions that will allow the Contractor to provide the Owner with a report detailing the time, date, and cause of each critical failure alarm, as well as a listing of the time, date, and result of each time that the system tested. When requested by Erie County, the Contractor shall provide the Owner with a report as described above for the applied services.

3002 – During the service period, the Contractor shall provide both online and onsite support 24 hours per day, 7 days per week as described below for the security system

Online Support: In the event of a service call the Contractor shall respond online within 2 hours of notification of the event. This online response shall consist of a technician remotely accessing the site, when applicable, with a fully functional operator's workstation to attempt to correct the problem via network connection. The technician's workstation shall provide all of the capabilities that would be available to the technician if he were working on the security system at the project site. As part of the technical proposal the Contractor shall document the means by which this will be accomplished. Automated means of backing up the panel data will be acceptable. In the event that the Contractor does

not possess an automated system capable of keeping the technicians panel software current then one of the Contractor's technicians shall visit the site once per month in order to secure a complete copy of the system database and software.

Onsite Support: In the event that the on-call technician is unable to resolve the problem via a remote network connection then one of the Contractor's technicians shall be dispatched to the site to resolve the problem. The technician that responds to the project site shall have all necessary parts required to restore the security system to its fully specified functionality and shall arrive at the site no later than four hours after the initial call was placed to the Contractor. Contractors that do not offer 24 hour per day, 7 day per week support of this nature will not be acceptable.

3003 – Network Analysis and Optimization: Two times per year the Contractor shall perform a complete suite of diagnostics on the security Network. These diagnostics shall include analysis and troubleshooting of the following communication network electrical characteristics: wave form characteristics, bit timing, grounding/shorting, and excess capacitance. Additionally, the diagnostics shall include analysis and troubleshooting of the following communication protocol attributes: excessive trunk traffic, unresolved points, % token passing, token passing timing. Upon completion of these tests the Contractor shall provide the Owner with a detailed report containing the results of each test as well as a narrative describing what the results mean and the actions taken by the Contractor in order to resolve any abnormal results.

3004 –System Loop Analysis and Optimization: For critical control loops in the system that do not have automatic self-zeroing capability, the Contractor shall perform a complete device recalibration of the loop. The Contractor shall provide the Owner with a report of the results of the loop analysis completed.

3005 – Preventive Maintenance Services: Preventive maintenance shall be performed in accordance with a computer-generated program of standardized maintenance routines tailored to the Owner's security system. Each schedule shall list the equipment name, location, and appropriate preventive maintenance functions to be performed during that month. Preventative maintenance services shall be provided monthly for the security system. If the systems dictate more time needed to ensure performance, it will be the Contractors responsibility.

3005.1 – Contractor is to provide 40 hours / week on-site service to maintain system operation. Excluding holidays/weekends.

3006 –Protection and Recovery Services: On a weekly basis the Contractor shall perform backups of the critical databases configurations. These backups shall be performed automatically for the security system by having a remote, dedicated computer system remote into the system to perform the system backup. If Contractor elects to perform these backups manually while onsite, the backups must be performed during the same time frame. Additionally in the case of manually performed backups the Contractor must then make three full copies of the backup. One copy shall be stored at the site, one copy shall be stored at the Contractor's office, and a third copy shall be transferred to another medium (such as a USB drive) to provide adequate protection against inadvertent damage to either the backup media or the backup device.

3007 – Software Upgrades: Major version upgrades after the initial Unity and Security Expert migrations are excluded from this scope and will be quoted separately. Minor software revisions under this policy shall only be implemented if they add benefit to the system, as determined by the contractor. If installed the Contractor shall provide the Owner with onsite training to familiarize the Owner's staff with all the software's new features and capabilities. Additionally, the Contractor shall provide the Owner with

updated system documentation. If during the course of agreement, the Contractor releases an upgrade that requires an interface or gateway panel in order to communicate with the existing security components, then the Contractor will provide and install all necessary interface or gateway panels in addition to the upgraded or new operator workstation software. Any upgrades to the PC platform or operating system of the operator's workstation will be in accordance with manufacturer guidelines to ensure the integrity of the system is maintained.

3008 –Field panel Upgrades: The Contractor shall provide and install any new or upgraded Panel firmware that is released by the manufacture during this agreement if deemed necessary by contractor. This new or upgraded firmware shall be provided for all installed field panels. Additionally, the Contractor shall provide, at the project site, training detailing the impact of this new processor and instructing the Owner's personnel on how to incorporate the new features into the operation of the system.

3009 – Security System Maintenance: The Contractor shall maintain the security systems in peak operating condition through maintenance and repairs to the below listed equipment. Video Monitoring System: Central processing equipment, video monitors, video cameras and associated mountings, gimbals and directional drive motors, video camera pointing devices, videotaping equipment and associated devices. Door Locking Systems equipment, door locking and door release mechanisms, door swipe card and proximity readers, access control and monitoring equipment for overhead garage door openers. Intercom System: Panic alarm system, alarm initiating devices and audible devices.

3010 – Repair and Replacement: The Contractor shall provide all repair labor and materials to maintain the security system in operable condition. The intent is to ensure that the entire security system and associated controls are maintained in operating condition. The Contractor will be responsible for all repairs to system control elements, inclusive. All items in between shall be included in this contract (i.e. panels, programs, wiring, relays, contacts, etc.). Damage to equipment resulting from accidents, fire, storm, water, negligence by owner or by any reason beyond the contractors' control other than wear and tear or malfunctioning equipment, shall not be the responsibility of the contractor. Neither party is liable for delays caused by events beyond reasonable control.

3011 – Account Management: To ensure that all of the Contractor efforts are being delivered in a coordinated manner, and to provide oversight and management of the Contractor's contractual responsibilities under this agreement, the Contractor shall assign a project manager with full responsibility and authority to act on the Contractor's behalf. The lead technician for the project and the installation project manager shall not be acceptable as the project manager; it must be a member of the Contractor's staff whose sole responsibility is to manage service agreements of this nature.

3012 – Quality Assurance. The contractor shall meet with the Buildings and Grounds personnel to discuss your performance and our satisfaction with the quality of service that is being provided. We will discuss the performance of the security system and facility operations and make recommendations for improvements.

3013 – Emergency Service. The contractor will respond onsite to emergencies within (4) hours of notification if necessary. The emergency will be billable if the security system is damaged due to anything other than component failure. If the system fails due to component failure, it will be the responsibility of the contractor to fix the system inclusive to this agreement.

Article IV

4001 – Building Schedule 1. (Enterprise Coverage)

1. OCH 92 Franklin Street – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System
2. Annex Building 25 Delaware Avenue – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System
3. Law Library 77 West Eagle Street – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
4. Rath Building 95 Franklin – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System
 - d. Intrusion System
5. Public Safety Building (To include equipment & Cameras located in CPS Lab) – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System
 - d. Intrusion System (CPS Lab)
6. Holding Center / Sheriff's Office – (Enterprise Coverage)
 - a. CCTV System Only

7. Fire Training Academy – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intrusion System
8. 608 William – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System
 - d. Intrusion System
9. 1500 Broadway – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intrusion System
10. 1084 Harlem Road – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
11. 120 / 134 West Eagle Street – (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System
12. Family Court - (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
13. Youth Detention - (Enterprise Coverage)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System

4002 – Building Schedule 2. (Time & Materials Coverage)

1. 290 Main St (Time & Materials)
 - a. Access Control System

2. Appletree Business Park (Time & Materials)
 - a. CCTV Video System
 - b. Access Control System
 - c. Fire Monitoring

3. Erie County Public Health Lab (Time & Materials)
 - a. CCTV Video System
 - b. Access Control System

4. 13 Centre Sheriffs Operations (Time & Materials)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intercom System

5. 500 Commerce/COVID Warehouse (Time & Materials)
 - a. CCTV Video System
 - b. Access Control System
 - c. Intrusion System
 - d. Fire Monitoring

6. 460 Main/HEAP (Time & Materials)
 - a. CCTV Video System

7. 43 Court St. (Time & Materials)
 - a. SP-C Web Access Control

8. Tonawanda Highway Garage (Time & Materials)
 - a. SP-C Web Access Control

4003 – System Definitions

- CCTV Video System: Analog or IP cameras, encoders, servers, and workstations commissioned to Avigilon Unity or Pelco VideoXpert VMS systems.
- Access Control System: ID badging and door access control through Andover Continuum or Schneider Security Expert systems, excluding any underlying or existing PLC hardware or control logic that these systems interface with.
- SP-C Web Access Control: Standalone ID badging and door access control through an IP-based Schneider SP-C Web Controller connected through the customer network.
- Intercom System: Analog or IP-based door-to-master station communication systems, typically manufactured by Aiphone.
- Intrusion System: Monitored inputs designed to detect and alert unauthorized access, typically Ademco or Schneider models.
- Fire Monitoring: Connection of a property's fire alarm system to a professional, off-site central monitoring station operating 24/7.

4004 – Limitation of Coverage

Services under this agreement apply only to systems defined above and installed at facilities listed in ARTICLE IV – Building Schedule. Any new systems or technologies added during the contract term require a written amendment and may incur additional costs. Systems not included under Enterprise Level Coverage, but integrated with Stark-serviced access, intercom, intrusion, or video systems at enterprise-level coverage sites, will be serviced on a Time and Materials basis upon request.

Article V – Payment

Building #1 – 92 Franklin Street-OCH	2026	<u>\$18,000</u>	2027	<u>\$8,000</u>	2028	<u>\$5,000</u>
Building #2 –25 Delaware Ave. -NCH	2026	<u>\$30,000</u>	2027	<u>\$8,000</u>	2028	<u>\$5,000</u>
Building #3 – 77 West Eagle -Law Library	2026	<u>\$15,000</u>	2027	<u>\$4,000</u>	2028	<u>\$5,000</u>
Building #4 –95 Franklin St. -Rath Building	2026	<u>\$910,800</u>	2027	<u>\$422,300</u>	2028	<u>\$395,100</u>
Building #5 – 45 Elm -Public Safety Building	2026	<u>\$146,100</u>	2027	<u>\$22,000</u>	2028	<u>\$23,000</u>
Building #6 – 10-40 Delaware-ECHC	2026	<u>\$25,000</u>	2027	<u>\$26,500</u>	2028	<u>\$27,000</u>
Building #7 – 3359 Broadway -ECFT	2026	<u>\$20,000</u>	2027	<u>\$10,000</u>	2028	<u>\$5,000</u>
Building #8 – 608 Willian Street	2026	<u>\$35,000</u>	2027	<u>\$4,000</u>	2028	<u>\$5,000</u>
Building #9 – 1500 Broadway	2026	<u>\$35,000</u>	2027	<u>\$8,000</u>	2028	<u>\$5,000</u>
Building #10 – 1084 Harlem -HVAC Shop	2026	<u>\$25,000</u>	2027	<u>\$12,000</u>	2028	<u>\$5,000</u>
Building #11 – 120/134 West Eagle -	2026	<u>\$17,000</u>	2027	<u>\$4,000</u>	2028	<u>\$5,000</u>
Building #12 – 1 Niagara -Family Court Building	2026	<u>\$176,000</u>	2027	<u>\$44,000</u>	2028	<u>\$46,000</u>
Building #13 – 810 E. Ferry – Youth Detention	2026	<u>\$208,000</u>	2027	<u>\$54,000</u>	2028	<u>\$55,000</u>

Payment for the above services is to be made in quarterly installments in arrears, and upon receipt of invoice. The yearly total cost for the above services shall be:

For the period January 1, 2026 – December 31, 2026: \$ \$1,660,900.00

For the period January 1, 2027 – December 31, 2027: \$ \$626,800.00

For the period January 1, 2028 – December 31, 2028: \$ \$586,100.00

Cost for any work beyond the scope of the specifications shall be:

Regular Hourly Labor Rate \$165.00/hr

Hourly Travel Rate \$165.00/hr

After Hours & Weekend Hourly Labor Rate \$215.31/hr

Holiday Hourly Labor Rate \$262.94/hr

Material to be per NY State Contract Pricing.

Material not on NY State Contract Pricing will be Cost plus 30% Markup

Article VI – Implementation of Services

Year 1 Requirements: Motorola VideoXpert to Motorola Unity Software Migration and necessary hardware replacement. Implement a 50% migration of access control from Andover Continuum to existing Schneider Security Expert components and database.

Year 2 Requirements: Implement the remaining 50% migration of the access control system from Andover Continuum to existing Schneider Security Expert components and database

Year 3: Maintain the functionality of all covered systems throughout the remainder of the service agreement.

Bid will be awarded based on the following formula: Yearly Cost of 2026 + Yearly Cost of 2027 + Yearly Cost of 2028 + 250 hours out-of-scope work at Regular Hourly Labor Rate