

124 MLC



State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES
25 Capitol Street – Room 100
Concord, New Hampshire 03301
(603) 271-3201 | Office@das.nh.gov

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

Division of Public Works
Design and Construction
Project No. 81212– Contract C

March 8, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

- 1) Authorize the Division of Public Works Design and Construction to enter into a contract with Signet Electronic Systems, LLC (VC #161505), Norwell, Massachusetts for a total price not to exceed \$886,500 for Northern Correctional Facility Door Controller Upgrade, Berlin, New Hampshire. This contract is effective upon Governor and Council approval through September 8, 2023, unless extended in accordance with the contract terms. **100% Capital Fund.**
- 2) Further authorize that a contingency in the amount of \$8,205 be approved for unanticipated site expenses for Northern Correctional Facility Door Controller Upgrade, Berlin, New Hampshire, bringing the total to \$894,705. **100% Capital Fund.**
- 3) Further authorize the amount of \$10,000 be approved for payment to the Department of Administrative Services, Division of Public Works Design and Construction (VC# 311152), for engineering services provided, bringing the total to \$904,705. **100% Capital Fund.**

Funding is available in account titled Department of Corrections, as follows:

	<u>FY 2023</u>
02-45-46-460030-92980000 L21:11115-Door Controler Upgrd	
034-500155 – Capital Projects	\$ 886,500
034-500155 – Capital Projects – Contingency	\$ 8,205
034-500155 – Capital Projects – DPW Fees	<u>\$ 10,000</u>
Grand Total	\$ 904,705

EXPLANATION

Per Chapter 107:1, III, 5, Laws of 2021, Door Controller Upgrade. This contract will replace the existing door control systems at the Northern Correctional Facility in Berlin, NH. Replacement includes Programmable Logic Controllers (PLCs) and door control workstations used in secure control rooms. The contract includes all software and hardware required to integrate the existing door control and alarm functions into a new digital control system.

The existing door control system is over 20 years old and no longer supported by the original installer. Further, the existing door controls are analog, outdated and fragile. The PLCs are failing and parts to repair the system are no longer available. The new system will be digital touchscreen and PLCs will be replaced with state-of-the-art digital technology which will have quicker response times and be much more reliable.

A public bid opening was held on October 5, 2022. Three (3) bid proposals were received and the contract was awarded to the lowest qualified bidder. The low bid was 12% below the Department estimate and considered within industry standards.

The contract contained a total of six (6) Alternate Bid Items (Alternates). Alternates are not included in the Base Bid and therefore, not used to determine the low bid. Once the low bid is established, the Department may add or deduct scope as described in the Alternates and per the Alternate bid prices provided by the low bidder.

The Department accepted four (4) ADD Alternates:

1. ADD Alternate #1 requires the Contractor to demolish the existing control wiring;
2. ADD Alternate #2 requires the Contractor to provide a maintenance contract, which is essentially a 1-year extended warranty. The contractor will evaluate the operations of the control system every three (3) months and make any necessary corrections and/or repairs at that time. This warranty can only be provided by the Security Electronics Contractor installing the control system, as the system is proprietary to that contractor.
3. ADD Alternate #4 requires the Contractor to demolish existing graphic Control panels; and
4. ADD Alternate #5 requires the Contractor to install all fiber and terminations between the control and equipment rooms.

Base Bid:	\$ 769,000
ADD Alternate #1:	\$ 22,500
ADD Alternate #2:	\$ 15,000
ADD Alternate #4:	\$ 11,000
ADD Alternate #5:	<u>\$ 69,000</u>
Contract Total:	\$ 886,500

The contractor has been pre-qualified by the Department of Transportation. The contract has been approved by the Attorney General as to form and execution; and the Department of Administrative Services has certified that the necessary funds are available. Copies of the fully executed contract are on file at the Secretary of State's Office and the Department of Administrative Services, Division of Public Works Design and Construction.

Attached please find a copy of the tabulation of bids for this project.

Respectfully submitted,



Charles M. Arlinghaus,
Commissioner

Department estimate:	\$ 871,000
Low bid:	<u>\$ 769,000</u>
Under estimate:	\$ 102,000



ABC Bid Data

BERLIN
81212C
NON-FEDERAL

PROJECT: BERLIN
STATE PROJECT NUMBER: 81212C
FED. PROJECT NUMBER: NON-FEDERAL
DATE BIDS OPEN: October 05, 2022, 2:00
SCOPE OF WORK: NCF DOOR CONTROLLER UPGRADE - REBID
COMPLETION DATE: September 08, 2023
LOCATION: Coos

Awarded To: SIGNET ELECTRONIC
SYSTEMS LLC
90 LONGWATER DRIVE
NORWELL, MA 02061

Amount: \$769,000.00
Award Date:

Certified by: _____
Director of Project Development

Summary of Bidders

Contractor	Bid Amount	Rank
SIGNET ELECTRONIC SYSTEMS LLC 90 LONGWATER DRIVE NORWELL MA 02061	\$769,000.00	A
STANLEY CONVERGENT SECURITY SOLUTIONS INC 8350 SUNLIGHT DRIVE, FISHERS IN 46037	\$953,070.00	B
D. L. KING & ASSOCIATES INC 45 BATES ROAD, MERRIMACK NH 03054	\$1,194,680.00	C

BUREAU OF PUBLIC WORKS

Award to Signet Electronic Systems, LLC
 Hold for Negotiation
 Cancel Contract
 User Agency NH DOC
 Authorized by [Signature]
 Date 10/14/2022

* corrected 1:24pm 02/02/2023

Item #901: \$661,000.-
 902: 78,000.-
 903: 30,000.-

Total Base Bid = \$769,000.-

Item #991: \$22,500.-
 992: 15,000.-
 994: 11,000.-
 995: 69,000.-

Total This Contract = \$886,500.-



ABC Bid Data

BERLIN
81212C
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&M		SECRET ELECTRONIC SYSTEMS LLC 84 LONGWATER DRIVE ROCKFELL, N.H. 03061		STANLEY CONVERGENCY SECURITY SOLUTIONS INC 608 BLUHLIGHT DRIVE FISHERS, N.H. 03047	
				Unit Price	Total	Unit Price	Total	Unit Price	Total

Items

901	ALL WORK AND MATERIAL TO DEMOLISH AND REPLACE MTI EQUIPMENT	U	1.00	\$460,000.00	\$460,000.00	\$661,000.00	\$661,000.00	\$562,300.00	\$562,300.00
902	ALL LABOR FOR PROGRAMMING DESIGN STARTUP TRAINING AND FABRICATION	U	1.00	\$361,000.00	\$361,000.00	\$78,000.00	\$78,000.00	\$340,770.00	\$340,770.00
903	ALLOWANCE FOR UNFORSEEN CONDITIONS MITIGATION OWNER CHANGES	S	30,000.00	\$1.00	\$30,000.00	\$1.00	\$30,000.00	\$1.00	\$30,000.00
Totals:					\$853,000.00	\$789,000.00	\$789,000.00	\$853,078.00	\$853,078.00

ALTERNATES 81212C

ALTERNATE #1

991	ADD ALTERNATE #1 - DEMOLITION OF EXISTING CONTROL WIRING	U	1.00	\$73,000.00	\$73,000.00	\$22,500.00	\$22,500.00	\$28,245.00	\$28,245.00
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ALTERNATE #2

992	ADD ALTERNATE #2 - MAINTENANCE CONTRACT	U	1.00	\$18,800.00	\$18,800.00	\$15,000.00	\$15,000.00	\$32,500.00	\$32,800.00
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ALTERNATE #3

993	ADD ALTERNATE #3 - COST OF SPARE PARTS	U	1.00	\$5,000.00	\$5,000.00	\$25,000.00	\$25,000.00	\$3,605.00	\$3,605.00
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ALTERNATE #4

994	ADD ALTERNATE #4 - DEMOLITION OF EXISTING GRAPHIC PANELS	U	1.00	\$12,000.00	\$12,000.00	\$11,000.00	\$11,000.00	\$14,125.00	\$14,125.00
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ALTERNATE #5

995	ADD ALTERNATE #5 - FIBER AND TERMINATIONS BTWN CNTRL AND EQUIP RIMS	U	1.00	\$155,000.00	\$155,000.00	\$68,000.00	\$68,000.00	\$124,290.00	\$124,290.00
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ALTERNATE #6

996	ADD ALTERNATE #6 - CAT6 BETWEEN CNTRL RIMS AND PANELS	U	1.00	\$36,000.00	\$36,000.00	\$25,000.00	\$25,000.00	\$29,415.00	\$29,415.00
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Alt Totals:		\$261,800.00	\$117,800.00	\$199,100.00
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Division of Public Works

ABC Bid Data

BERLIN
81212C
NON-FEDERAL

Item No.	Description	Unit	Quantity	P&C		SENTRY ELECTRONIC SYSTEMS LLC 81 LINDENHILL DRIVE ROSWELL, MA 02861		STANLEY COMMERCIAL SECURITY SOLUTIONS INC 6396 SEDALIGHT DRIVE PERUENS, NY 08857	
				Unit Price	Total	Unit Price	Total	Unit Price	Total
Totals:					\$1,132,500.00		\$88,500.00		\$1,152,230.00



ABC Bid Data

BERLIN
81212C
NON-FEDERAL

Item No.	Description	Unit	Quantity	BASE		D. L. JONG & ASSOCIATES INC. 45 BATES ROAD WINDHAM, NH 03591		Unit Price	Total
				Unit Price	Total	Unit Price	Total		

Items

901	ALL WORK AND MATERIAL TO DEMOLISH AND REPLACE MTI EQUIPMENT	U	1.00	\$480,000.00	\$480,000.00	\$780,000.00	\$780,000.00		
902	ALL LABOR FOR PROGRAMMING DESIGN STARTUP TRAINING AND FABRICATION	U	1.00	\$381,000.00	\$381,000.00	\$404,690.00	\$404,690.00		
903	ALLOWANCE FOR UNFORSEEN CONDITIONS MITIGATION OWNER CHANGES	\$	30,000.00	\$1.00	\$30,000.00	\$1.00	\$30,000.00		
Totals:					\$871,000.00		\$1,194,800.00		

ALTERNATES 81212C

ALTERNATE #1

991	ADD ALTERNATE #1 - DEMOLITION OF EXISTING CONTROL WIRING	U	1.00	\$75,000.00	\$75,000.00	\$58,625.00	\$58,625.00		
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ALTERNATE #2

992	ADD ALTERNATE #2 - MAINTENANCE CONTRACT	U	1.00	\$19,500.00	\$19,500.00	\$37,900.00	\$37,900.00		
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ALTERNATE #3

993	ADD ALTERNATE #3 - COST OF SPARE PARTS	U	1.00	\$3,000.00	\$3,000.00	\$4,750.00	\$4,750.00		
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ALTERNATE #4

994	ADD ALTERNATE #4 - DEMOLITION OF EXISTING GRAPHIC PANELS	U	1.00	\$12,000.00	\$12,000.00	\$26,875.00	\$26,875.00		
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ALTERNATE #5

995	ADD ALTERNATE #5 - FIBER AND TERMINATIONS BTWN. CNTRL. AND EQUIP RMS	U	1.00	\$155,000.00	\$155,000.00	\$157,056.25	\$157,056.25		
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ALTERNATE #6

996	ADD ALTERNATE #6 - CATS BETWEEN CNTRL. RMS AND PANELS	U	1.00	\$36,000.00	\$36,000.00	\$64,403.75	\$64,403.75		
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Alt Totals:					\$281,500.00		\$280,853.25		
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Division of Public Works

ABC Bid Data

BERLIN
61212C
NON-FEDERAL

Item No.	Description	Unit	Quantity	Price		D. L. JORG & ASSOCIATES INC. 46 BATES ROAD PEARSBACH, NH 03934			
				Unit Price	Total	Unit Price	Total	Unit Price	Total
Totals:					\$1,132,908.00		\$1,474,738.25		



PS&E Comparison

BERLIN
81212C
NON-FEDERAL

Item No.	Description	Unit	Quantity	A-Bidder		PS&E		A-PS&E Difference
				Unit Price	Total	Unit Price	Total	
Items								
901	ALL WORK AND MATERIAL TO DEMOLISH AND REPLACE MTI EQUIPMENT	U	1.00	\$661,000.00	\$661,000.00	\$460,000.00	\$460,000.00	\$201,000.00
902	ALL LABOR FOR PROGRAMMING DESIGN STARTUP TRAINING AND FABRICATION	U	1.00	\$78,000.00	\$78,000.00	\$381,000.00	\$381,000.00	(\$303,000.00)
903	ALLOWANCE FOR UNFORSEEN CONDITIONS MITIGATION OWNER CHANGES	\$	30,000.00	\$1.00	\$30,000.00	\$1.00	\$30,000.00	\$0.00

ALTERNATES 81212C

ALTERNATE #1

991	ADD ALTERNATE #1 - DEMOLITION OF EXISTING CONTROL WIRING	U	1.00	\$22,500.00	\$22,500.00	\$75,000.00	\$75,000.00	(\$52,500.00)
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ALTERNATE #2

992	ADD ALTERNATE #2 - MAINTENANCE CONTRACT	U	1.00	\$15,000.00	\$15,000.00	\$19,500.00	\$19,500.00	(\$4,500.00)
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ALTERNATE #3

993	ADD ALTERNATE #3 - COST OF SPARE PARTS	U	1.00	\$25,000.00	\$25,000.00	\$5,000.00	\$5,000.00	\$20,000.00
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ALTERNATE #4

994	ADD ALTERNATE #4 - DEMOLITION OF EXISTING GRAPHIC PANELS	U	1.00	\$11,000.00	\$11,000.00	\$12,000.00	\$12,000.00	(\$1,000.00)
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ALTERNATE #5



PS&E Comparison

BERLIN
81212C
NON-FEDERAL

Item No.	Description	Unit	Quantity	A-Bidder		PS&E		A-PS&E Difference
				Unit Price	Total	Unit Price	Total	
995	ADD ALTERNATE #5 - FIBER AND TERMINATIONS BTWN CNTRL AND EQUIP RMS	U	1.00	\$69,000.00	\$69,000.00	\$155,000.00	\$155,000.00	(\$86,000.00)
ALTERNATE #6								
998	ADD ALTERNATE #6 - CAT6 BETWEEN CNTRL RMS AND PANELS	U	1.00	\$25,000.00	\$25,000.00	\$36,000.00	\$36,000.00	(\$11,000.00)
Total:					\$888,500.00		\$1,132,500.00	(\$246,000.00)

State of New Hampshire
Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that SIGNET ELECTRONIC SYSTEMS, LLC is a Massachusetts Limited Liability Company registered to transact business in New Hampshire on June 07, 2004. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 477833

Certificate Number : 0006103612



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 2nd day of February A.D. 2023.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State

Certificate of Authority # 1

(Corporation, Non-Profit Corporation)

Corporate Resolution

I, John Skayne, hereby certify that I am duly elected Clerk/Secretary/Officer of
(Name)
SIGNET Electronic Systems, LLC. I hereby certify the following is a true copy of a vote taken at
(Name of Corporation)

a meeting of the Board of Directors/shareholders, duly called and held on January 26th, 2023,
at which a quorum of the Directors/shareholders were present and voting.

VOTED: That Bradford S. Caron (may list more than one person) is
(Name and Title)

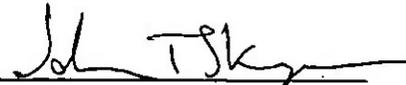
duly authorized to enter into contracts or agreements on behalf of

SIGNET Electronic Systems, LLC with the State of New Hampshire and any of
(Name of Corporation)

its agencies or departments and further is authorized to execute any documents
which may in his/her judgment be desirable or necessary to effect the purpose of
this vote.

I hereby certify that said vote has not been amended or repealed and remains in full force
and effect as of the date of the contract to which this certificate is attached. This authority
remains valid for thirty (30) days from the date of this Corporate Resolution. I further certify
that it is understood that the State of New Hampshire will rely on this certificate as evidence that
the person(s) listed above currently occupy the position(s) indicated and that they have full
authority to bind the corporation. To the extent that there are any limits on the authority of any
listed individual to bind the corporation in contracts with the State of New Hampshire, all such
limitations are expressly stated herein.

DATED: 1/26/2023

ATTEST: 



CERTIFICATE OF PROPERTY INSURANCE

DATE (MM/DD/YYYY)
11/17/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

PRODUCER Eastern Insurance Group LLC 233 West Central St Natick MA 01760	CONTACT NAME: PHONE (A/C, No, Ext): 800-333-7234 FAX (A/C, No): 781-586-8244 E-MAIL ADDRESS: CSR24CL@easterninsurance.com PRODUCER CUSTOMER ID: SIGNELE-01	
	INSURER(S) AFFORDING COVERAGE NAIC #	
INSURED Signet Electronic Systems, LLC State of NH Dept of Admin Svcs, any and all subs, and all others employed on the premises 90 Longwater Drive Norwell MA 02061	INSURER A: Acadia Insurance Company 31325	
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** 1843606809 **REVISION NUMBER:**

LOCATION OF PREMISES / DESCRIPTION OF PROPERTY (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 Property Location: 138 East Milan Rd. Berlin NH 03570

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	COVERED PROPERTY	LIMITS
	<input type="checkbox"/> PROPERTY <input type="checkbox"/> CAUSES OF LOSS <input type="checkbox"/> DEDUCTIBLES <input type="checkbox"/> BASIC <input type="checkbox"/> BUILDING <input type="checkbox"/> BROAD <input type="checkbox"/> CONTENTS <input type="checkbox"/> SPECIAL <input type="checkbox"/> EARTHQUAKE <input type="checkbox"/> WIND <input type="checkbox"/> FLOOD				<input type="checkbox"/> BUILDING <input type="checkbox"/> PERSONAL PROPERTY <input type="checkbox"/> BUSINESS INCOME <input type="checkbox"/> EXTRA EXPENSE <input type="checkbox"/> RENTAL VALUE <input type="checkbox"/> BLANKET BUILDING <input type="checkbox"/> BLANKET PERS PROP <input type="checkbox"/> BLANKET BLDG & PP	\$
A	<input checked="" type="checkbox"/> INLAND MARINE <input type="checkbox"/> CAUSES OF LOSS <input type="checkbox"/> NAMED PERILS <input checked="" type="checkbox"/> Special Form	TYPE OF POLICY Builder's Risk Policy POLICY NUMBER CIM5535901-10	12/2/2022	12/2/2023	<input checked="" type="checkbox"/> Completed Value <input checked="" type="checkbox"/> Temp Storage <input checked="" type="checkbox"/> In Transit <input checked="" type="checkbox"/> Waiver of Subro	\$ 886,500 \$ 443,250 \$ 443,250 \$ Included
	<input type="checkbox"/> CRIME <input type="checkbox"/> TYPE OF POLICY					\$
	<input type="checkbox"/> BOILER & MACHINERY / <input type="checkbox"/> EQUIPMENT BREAKDOWN					\$

SPECIAL CONDITIONS / OTHER COVERAGES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Berlin Project 81212C
 RE: Berlin Project 81212C, furnish all materials and to do and perform all work for NCF Door Control Upgrade Rebid in Berlin, NH per plans and specs. The State of New Hampshire, its agencies, and its agents and employees are included as additional insureds

CERTIFICATE HOLDER State of New Hampshire Department of Administrative Services 7 Hazen Drive Room 250 Concord NH 03301	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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