



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-6123 • Fax: (703) 841-0681
www.apsva.us

June 26, 2025

Via email

Skyhop.com Inc.
Attn: Mark A. D'Allura
5712 Industry Lane, Suite D
Frederick, MD 21704
Email: madallura@skyhop.com

Subject: Contract No. 46FY19 – Installation and Repair of Access Control and Security Systems

Dear Mr. D'Allura:

On June 30, 2024, the above cited Contract between your firm and Arlington Public Schools (APS), will expire.

Attached is Amendment No. 7 to renew the Contract for one (1) year and revises the Scope of Work and Pricing Schedule attached herein. The renewal shall be effective from July 1, 2025, and shall remain valid through June 30, 2026. This Amendment constitutes the sixth of nine (9) optional renewals with three (3) renewal options remaining.

Revisions to Attachment A- Scope of Work and Attachment B Pricing Schedule are included with the revisions shown in **red** for additions and **black** for deletions.

Please indicate your acceptance by having an officer of your firm sign and return the acceptance portion attached. Your response is requested no later than ten (10) days from the date of this letter. You are requested to provide an updated Certificate of Insurance.

All other terms and conditions shall remain unchanged.

Sincerely,

Carolina Sorto

Carolina Sorto
Procurement Specialist/Procurement Office
Direct: (703) 228-6193
Email: carolina.sorto@apsva.us



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-6123 • Fax: (703) 841-0681
www.apsva.us

Amendment No. 7

Subject: Contract No. 46FY19 – Installation and Repair of Access Control and Security Systems

Contractor

Skyhop.com Inc.
5712 Industry Lane, Suite D
Frederick, MD 21704

Contract No.

46FY19

By mutual agreement, Contract No. 46FY19 is hereby amended to revise Attachment A- Scope of Work and Attachment B – Pricing Schedule and to renew the Contract for one (1) year. The renewal shall be effective from July 1, 2025, and shall remain valid through June 30, 2026. This Amendment constitutes the sixth of nine (9) optional renewals with three (3) renewal options remaining. All other terms and conditions shall remain unchanged.

Skyhop.com Inc.

Signature: Mark A D'Allura

Title: President

Printed Name: Mark D'Allura

Date: 06/26/2025

APS:

Signature: Danielle Godfrey

Title: Procurement Director/Procurement Agent

Printed Name: Danielle Godfrey **Date:** June 27, 2025

Attachment A

SCOPE OF WORK (REVISED **AMENDMENT NO. 7**)

For CONTRACT NO.46FY19 – INSTALLATION AND REPAIR OF ACCESS CONTROL AND SECURITY SYSTEMS

The Contractor shall provide all supervision, labor, tools, equipment, transportation, and permits required for the complete and satisfactory performance of the Work. No “Portal-to-Portal” charges or fuel surcharges are permitted under the awarded Contract.

1.0 SPECIFICATIONS:

The Contractor shall provide as needed maintenance, evaluation, replacement, and installation of all physical and technical security systems for Arlington Public Schools that exactly matches the approved security basis of design and/or specifications within this scope of work.

- 1.1 **Surveillance:** All security cameras must be provided by Verkada Technologies, the only approved models are CD42, CD52, and CH52-E, unless otherwise specified in the security basis of design or APS Project Manager.
 - 1.1.1 Cameras are to have a ten (10) year license.
 - 1.1.2 The contractor shall maintain a project management list of all new security camera configurations for APS.
 - 1.1.3 The contractor shall perform remedial maintenance to correct faults and return the Verkada camera system to operation in the event of hardware or software component failure.
 - 1.1.4 The contractor shall perform preventive maintenance to ensure the cameras and software are in good operation condition on the Verkada camera system before the start of the new school year, no later than August 15 of the contract year.
- 1.2 **Access Control and Electronic Door Hardware:** All components of the access control system must be supported and provided by ACRE – Feenics Access Control Service cloud-based platform. All electronic door hardware must be supported and fully functional with ACRE - Feenics Access Control Service cloud-based platform and the components.
 - 1.2.1 Contractor is responsible for the annual ACRE – Feenics Enterprise licenses agreement, to include, LDAP sync, volume pricing/reader licenses, maintain 500 Feenics One Mobile Credentials. On or before, end of the term date, the Contractor shall submit proposal to APS Contractor Officer Representative.
 - 1.2.2 The contractor shall maintain systems administrator roles for the access control platform and may add and remove assets, modify access levels, modify personnel credentials and user credentials.
 - 1.2.3 The contractor shall maintain a project management list of all new access control configurations for APS, that includes new card reader installations.
 - 1.2.4 The contractor shall conduct an inventory of all credential supplies, that includes cards, badge (Zebra) printer cartridges, badge (Zebra) printer cleaning kits, and lanyards, before the start of the new school year, no later than August 15 of the contract year.
 - 1.2.5 The contractor shall perform remedial maintenance to correct faults and return the access control system to operation in the event of hardware or software component failure.
 - 1.2.6 The contractor shall perform preventive maintenance to ensure the access control system and software are in good operation condition before the start of the new school year, no later than August 15 of the contract year. That includes running access control

reports and removing any personnel credentials that are unused beyond 365 days.

1.3 Intrusion Detection Systems: All components of the physical intrusion detection system must be supported by the existing Bosch Intrusion Alarm System, that includes intrusion alarm control panels, motion sensors and detectors, special sensors, wireless devices, and alarm communication.

- 1.3.1 Contractor is responsible for the overall functionality of the Intrusion Detection System, contractor shall maintain systems administrator roles for the system interface and platform, and may add and remove assets, modify access levels, modify personnel credentials and user credentials.
- 1.3.2 The contractor shall maintain a project management list of all Intrusion Detection System configurations for APS, that includes additions and removal of assets.
- 1.3.3 The contractor shall maintain the APS Dealer Master File Report for the Alarm Monitoring Company (SETEC), and may add or remove personnel, and modify actions patterns to meet the needs of APS. In coordination with the APS Contractor Officer Representative, the contractor shall publish and send an updated version of the APS Dealer Master File Report to the Alarm Monitoring Company no later than August 15 of the contract year.
- 1.3.4 The contractor shall perform remedial maintenance to correct faults and return the Intrusion Detection System to operation in the event of hardware or software component failure.
- 1.3.5 The contractor shall perform preventive maintenance to ensure the Intrusion Detection System and software are in good operation condition before the start of the new school year, no later than August 15 of the contract year. That includes reducing nuisance alarms by no more than 20% across the entire Intrusion Detection System for APS.

1.4 Communications: The approved communication systems include Video Intercoms – AIPhone, Alertus Beacons, and Lockdown/Emergency Notification Buttons. All components and installations of new communication systems must be supported by AIPhone and Alertus and the security basis of design.

- 1.4.1 The contractor is responsible for the installation of new Video Intercoms - AIPhone and all installations must exactly match the security basis of design. All components of the Video Intercom must be compatible with AIPhone. For example, all secure vestibules must have one AIPhone installed on the outside main entrance and one AIPhone installed on the inside (interior) door leading into the main office.
- 1.4.2 Contractor shall perform remedial maintenance to correct faults and return any Video Intercoms – AIPhone's to operation in the event of hardware or software component failure.
- 1.4.3 Through a review of outstanding/in-progress work orders, contractor shall perform preventive maintenance to ensure the Video Intercoms - AIPhone and software are in good operation condition before the start of the new school year, no later than August 15 of the contract year.
- 1.4.4 Contractor is responsible for communications performance tests of all Alertus Beacon and Lockdown Buttons, to verify equipment conforms with system specifications and demonstrates its effectiveness according to the critical notification systems interfaces, as defined by APS. The performance test of the Alertus Beacon and Lockdown Button shall be completed twice per (annual) contract period, before the start of the new school year, no later than August 15 of the contract year, and during the APS approved spring break of the contract year. The contractor shall provide a report describing the results of functional or performance tests and identifies validation of functionality

and/or corrective actions.

- 1.4.5 Contractor is responsible for the overall functionality of the Alertus Beacons and Lockdown Buttons, contractor shall maintain systems administrator roles for the Alertus Cloud system interface and platform, and may add and remove assets, modify access levels, modify personnel credentials and user credentials.
- 1.4.6 Contractor is responsible for maintaining the product licenses for the Alertus Critical Communication Suite Cloud hosted solution for the Alertus Server, based on the number of supported Alertus Beacons installed and functional for APS. On or before, end of the term date, the Contractor shall submit proposal to APS Contractor Officer Representative.
- 1.4.7 Contractor shall perform remedial maintenance to correct faults and return any Alertus Beacons, and Lockdown/Emergency Notification Buttons to operation in the event of hardware or software component failure.

1.5 Low Voltage Systems: The Low Voltage Systems include other Manufactured systems with same capabilities as named systems. All components and installations of other Manufactures systems must support the Arlington Public Schools Security Basis of Design.

- 1.5.1 The Contractor is responsible for the installation of new Low Voltage Systems and all installations must exactly match the Security Basis of Design.**
- 1.5.2 Contractor shall perform remedial maintenance to correct faults and return any Low Voltage Systems to operation in the event of hardware or software component failure.**
- 1.5.3 The contractor is responsible for the overall functionality of the Low Voltage Systems and maintain systems administrator roles for the system interface and platform, and may add and remove assets, modify access levels, modify personnel credentials and user credentials.**
- 1.5.4 Contractor shall perform remedial maintenance to correct faults and return any Low Voltage Systems to operation in the event of hardware or software component failure.**

2.0 ESTIMATES:

All installation and repair work requires the submission of a detailed, written Not to Exceed Cost Proposal (Cost Proposal) from the Contractor.

- 2.1 The Cost Proposals shall be furnished by the Contractor at no charge and are considered an overhead item to be included in the bid amount using the Job Authorization Form (JAF) in Attachment B.
- 2.2 The Contractor shall inspect each site upon request within four (4) business days after initial contact from APS, to ascertain the site conditions and work to be performed. Within four (4) business days of visiting the site(s), the Contractor shall be required to provide a Cost Proposal in the form of a detailed JAF for the entire work to be completed in accordance with the Contract requirements and instructions listed in the Contract, Project Manual and/or drawings. The Contractor shall use the JAF to submit their Cost Proposal. The Cost Proposals are to be detailed, outlining the Contract unit prices and materials. All Cost Proposals shall be based on the unit prices provided in the Pricing Schedule. The unit prices will also be used for additions and/or deletions of work identified in the cost proposal. Unit Prices shall include all labor, tools, profit, and, overhead as may be necessary to complete the requested work.

2.3 UNUSUAL EQUIPMENT REQUIREMENTS

If the project assigned requires the use of rental equipment including by way of illustration and not limitation, boom lifts and scissor lifts, the estimated costs of the additional equipment and/or services shall be identified in the Contractor's JAF. If APS accepts the use of rental equipment, the Contractor will be reimbursed for the actual amount of the cost of such equipment with no markup. The Contractor shall make every attempt to obtain the lowest price for rental equipment provided under the Contract. APS reserves the right to have others provide the additional equipment.

- 2.4 Any Cost Proposal greater than \$200,000.00 is not covered by this Contract and will be subject to a separate solicitation.

3.0 MATERIALS:

- 3.1 All materials furnished under this Contract shall be new and original manufacturer's recommended or authorized replacement parts. Use of manufacturer's rebuilt parts and/or components shall be authorized by the APS Project Officer and shall carry the same warranty as new parts or components. Use of used parts is strictly prohibited.
- 3.2 Contractor(s) shall make every attempt to obtain the lowest price for materials provided under the Contract(s).
- 3.3 The Contractor(s) agree that APS may, at its option and sole discretion, provide materials or fixtures to the Contractor(s) for installation by the Contractor(s) at the Contract unit prices.
- 3.4 All material provided to APS shall be fully guaranteed by the Contractor(s) against factory defects. The Contractor(s), at no expense to APS, will correct any defects, which may occur as the result of either faulty material or workmanship by the manufacturer within the period of the manufacturer's standard warranty, which the Contractor(s) shall make available on demand. All work is guaranteed by the Contractor(s) against defects resulting from the use of inferior or faulty materials or workmanship for two (2) years from the date of final acceptance of the work by APS in addition to and irrespective of any manufacturer's or supplier's warranty. No date other than the date of final acceptance may be established to govern the effective date of the Guaranty, unless that date is agreed upon by APS and the Contractor(s) in a signed Addendum to the Contract.
- 3.5 Standard tools of the trade and trade consumables shall be available to the Contractor's personnel from their service vehicle. Tools of the trade and other trade consumables are not valid Contract expenses. The cost of consumables (including, by way of illustration and not limitation, solder, caulking, tape, wirenuts, fasteners, gases, and other consumable items) are considered administrative expenses. These shall be included as part of the hourly rates bid.

4.0 PERSONNEL:

- 4.1 The Contractor's personnel shall be equipped with all tools required to perform the job.
- 4.2 The Contractor shall have sufficient Tradesmen available to perform all assigned work under any resulting Contract. The Tradesmen must have a minimum of two (2) years' experience in the maintenance of equipment of similar type and complexity to those covered under this Contract.
- 4.3 The Contractor shall maintain and in good standing a business license through Virginia Department of Criminal Justice Services as an Electronic Security Services Business throughout

the duration of this contract.

- 4.4 All contract personnel must have an active and in good standing an Electronic Security Technician certification from Virginia Department of Criminal Justice Services throughout the duration of this contract.
- 4.5 Apprentice Helpers used by the Contractor to perform under this Contract should have a minimum of two (2) years' experience in the maintenance of equipment of similar type and complexity to those covered under this Contract. The duties of the Apprentice Helper shall include, but not be limited to, the inspection, servicing and repair of equipment of similar type and complexity to those covered under this Contract. The Apprentice helper will routinely assist the Tradesman in performing such tasks but may work independently while performing sub-journeyman level work.
- 4.6 If any person employed on the work by the Contractor shall appear to the APS Project Officer to be incompetent or to act in a disorderly or improper manner, such person shall be removed immediately on the request of the APS Project Officer, and shall not again be re-employed (on subject project) except on written consent of the APS Project Officer.
 - 4.6.1 Alcoholic beverages and illegal drugs are prohibited on the job site. Possession of any of these items on the job site by a Contractor's employee will result in immediate removal of the individual from the site.
 - 4.6.2 The use of tobacco is prohibited on APS property by anyone at any time.
- 4.7 APS reserves the right to reject any of Contractor's service personnel who, in APS' judgment, are not adequately qualified to perform the work.
- 4.8 A Contractor's vehicle parked at an APS site other than in a parking space or at on-street parking will be clearly labeled with the Contractor's name.
- 4.9 When entering any APS building, the Contractors' employees shall have picture identification. Identification shall include employees photograph and name. The Contractor's employees are required to check-in at each location with the Main Office or the Building Manager when reporting to the work site. Prior to leaving a site, the Contractor's employees will also be required to check-out with the Main Office and/or the Building Manager.
- 4.10 No Subcontractors will be permitted for work performed under any resulting Contract without written authorization from the APS Project Manager.

End of Scope of Work

Attachment B

PRICING SCHEDULE (REVISED **AMENDMENT NO. 7**)

For CONTRACT NO.46FY19 – INSTALLATION AND REPAIR OF ACCESS CONTROL AND SECURITY SYSTEMS

Pricing entered is for all supervision, labor, tools and travel required to provide the Work at all APS buildings and are not subject to change for the Initial Contract Term. Price increases for Renewal Contract Terms will be allowed in accordance with Section 6 of the Agreement.

Standard tools of the trade are not valid Contractor expenses. (See Section 3.5 of the Scope of Work) Rental equipment will be reimbursed at Contractors actual invoiced price with no mark up.

ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE
1.	TRADESMAN – REGULAR TIME	HOUR	\$79.48 \$81.31
2.	TRADESMAN – HOLIDAY/OVERTIME	HOUR	\$119.22 \$121.96
3.	MATERIALS MARK UP	%	10%
4.	3-YEAR CAMERA LICENSE (LIC-CAM-3Y)	EACH	\$307.99
5.	3-YEAR CH52 MULTI-SENSOR CAMERA LICENSE (LIC-CH52-3Y)	EACH	\$1,179.04
6.	10-YEAR CAMERA LICENSE (LIC-CAM-10Y)	EACH	\$1,048.82
7.	10-YEAR CH52 MULTISENSOR CAMERA LICENSE (LIC-CH52-3Y)	EACH	\$3,860.29
8.	Verkada Camera, CD42 Indoor Dome, 256 GB storage, max retention 30 days	EACH	\$792.34
9.	Verkada Camera, CH52-E Multisensor Camera, 256 GB storage, max retention 30 days	EACH	\$2,573.29
10.	Verkada Camera, CP52-E PTZ, 256 GB storage, max retention 30 days	EACH	\$2,482.03
11.	Verkada Camera, CM42 Mini Dome, 256 GB storage, max retention 30 days	EACH	\$923.34
12.	ACRE/Feenics, Volume pricing for licenses per site >300	EACH	\$45.10
13.	ACRE/Feenics, LDAP sync of 1-15,000 record holders	EACH	\$2,398.00
14.	ACRE/Feenics, Feenics One Mobile & Card Holder credentials, 500 minimum	EACH	\$1.10
15. 12.	50H8 LEAF high frequency, 8k (8 Kbyte) ISO Card	EACH	\$4.40

