

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-24-023-1

Issue Date: 22 October 2024

Title: On-Demand Trades Pool for Renovation and Repair Services
SET-ASIDE FOR SBSO Certified SWaM VENDORS ONLY - - Limited to Area 103

Questions Due: 7 November 2024 at 2:00 PM EST

Due Date: 21 November 2024 at 2:00 PM EST (electronic only)

Commodity Code: 91200 – Construction Services, General

Issuing Agency: Virginia Military Institute
Procurement Services
330 Parade, Avenue
Smith Hall, Room 314
Lexington, VA 24450

Period of Contract: Date of Award through 31 December 2025, with three (3) optional one-year renewals.

VMI will accept proposals electronically through the eVA Procurement Portal. Proposals must be uploaded to eVA before the electronic solicitation closes at 2:00 PM on Thursday, 21 November 2024 at 2:00 PM. No emailed or late proposals will be accepted

All Inquiries for Information Should Be Directed To: Shana O'Quinn, VMI Procurement Services at quinnsp@vmi.edu. **Use of the Understanding of Requirements Form, Attachment D, must be used. No phone calls will be accepted; no emails will be answered. Answers will be posted in the form of an addendum. The closing date and time for questions is Thursday, 7 November 2024 at 2:00 PM.**

In Compliance With This Request for Qualifications And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name and Address Of Firm:

NATIONAL SECURITY Door Corp.
8142 Hull ST. RD
N. CHESTERFIELD VA.
Zip Code: 23235

Date: 11/18/24

By: Scott Childress
(Signature In Ink)
Name: SCOTT CHILDRESS
(Please Print)
Title: PRESIDENT

EVA Vendor ID or DUNS number EVA# E9426

E-mail: SChildress@NSANDDO.COM

Phone: (804) 745-4936

Fax: (804) 745-5085

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, sexual orientation, gender identity, political affiliation, or veteran status or any other basis prohibited by state law relating to discrimination in employment. Faith-based organizations may request that the issuing agency not include subparagraph 1.f in General Terms and Condition C. Such a request shall be in writing and explain why an exception should be made in that invitation to bid or request for proposal.

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Executive Summary

Regarding this request for qualifications to enter the approved trades pool of vendors servicing VMI I am compelled to share thoughts on a few aspects of this current RFP submission. First, is the admission of the fact we were previously selected as a potential vendor in a December 2019 similar trades pool RFP. I have referred to this fact within this submission but wanted to reiterate my regret as to how that opportunity slipped away.

Covid showed up and we, along with everyone else, went into the survival mode. That said even when things began to free up, we never really engaged with VMI to find out if there was truly a need for our approach to doors and hardware.

Our focus is targeted at “life safety, security and day to day functionality of doors, hardware, and electronic security” within the commercial door industry. Since our last submission we have received our third patent, in 2021, on the development of “chain resistant” hardware used in the commercial door industry. We are proud to say our approach to door security and the use of our patented hardware has been adopted and tested at a national level by Trulite Glass and Aluminum Manufacturer. The results of this testing and product development endeavor, are soon to be released nationally as the first Level 8 (good as it gets) door tested to the new F3561 test for “forced entry after and active shooter attack”. We are currently in conversations with a national hollow metal manufacture to consider testing and producing the doors we modify in our shop that feature the same details offered in the tested aluminum doors.

It just makes sense to install a door that can offer enhanced security benefits, just short of bullet resistant doors, that carry such a hefty price tag. We do offer and install bullet resistant doors, but the new standards provide a way to secure more openings with potential life saving features and not go broke in the process.

We certainly service and install standard hollow metal, wood and aluminum door systems every day. We are advanced in our sales and installation of newer electronic access control systems and prefer to turn-key install projects where new doors and hardware are fitted with electronic hardware. This approach streamlines the warranty aspects of a project and lets us make sure all functionality aspects of the project are all they can be the first time they are attempted.

We have expanded our outside sales team and would like to develop a relationship with VMI to service door and hardware needs. We recognize you probably already have vendors providing your commercial door needs and we respect that. We would just appreciate an opportunity to become a potential vendor as well. We have several cooperative contracts in place currently that could be used in lieu of a newly offered contract to National Security & Door. I have included some information on these contracts. If the time is not right or we don't fit your current desires, we would still welcome and the opportunity to participate in conversations regarding VMI security concerns and how we may be able to enhance your current approach regarding doors and hardware.

Please note the expanded list of services within the bid proposal. We provide a wide array of related services that revolve around doors, hardware and electronic security. Service

relationships need to start somewhere, and we welcome an opportunity to fill any gaps or improve on current security practices if possible.

Thank you for your consideration and if I can answer any questions regarding our potential to provide services to VMI please let us know. We appreciate the opportunity to share our business model story and look forward to a potential working relationship with VMI.

Sincerely,

A handwritten signature in blue ink that reads "Scott Childress". The signature is written in a cursive, flowing style.

Scott Childress

President

Section C1a – Organizational Structure

National Security & Door Corp. is a small business comprised of five major departments detailed as follows.

Administration – 3 employees

- Office Manager

- Bookkeeper

- Office Assistant

Sales – 5 employees

- Sales Management - 1

- Outside Sales - 3

- Inside Sales -1

Service - 13 employees

- Service Administration

- Service Manager

- Labor Resource Coordinator

- Security Technician – Doors, Hardware/Locksmith and Electronic Security

 - Technicians are certified for DCJS locksmith and electronic security categories

Purchasing and Warehouse – 3 employees

- Purchasing Agent

- Warehouse Manager

- Warehouse Assistant

Production – 3 employees

- Production Manager

- Project Detailer

- Project Pre Installer

Section C1b – Offeror’s General Experience

Company Overview

National Security & Door Corp. was started by Dick and Scott Childress in 1981 under the corporate banner “National Key & Lock Inc.” It was a “locksmith” business, as defined by the times, and worked primarily in the residential and small commercial markets. We became seasoned locksmith professionals, but realized we needed to branch out from just locks and keys.

Our goal then, as it remains now, was to be a one-stop solution for the security needs of our customers. The residential market took a backseat to the commercial market as we added commercial doors and electronic access to our product and service offerings. In 2010, we incorporated the name National Security & Door Corp. to better reflect what our business lines had grown to represent.

Today, we focus on “life safety, security, and functionality” in the commercial door, hardware, and electronic security industries. We deal directly with many of the industry’s manufacturers to procure the products we use every day. We have a full-service hollow metal and aluminum fabrication shop on-site, and our innovation in the security industry has been rewarded by the receipt of three US Patents (revolving around chain resistant door hardware) for commercial hollow metal and aluminum entrance doors.

Our origin of providing “locksmith” services has grown with us. We consider our field technicians to be complete security technicians. Today, the need for security technicians is greater than ever. To best serve the security needs of today, the service provider must understand the integrated workings of all security components: locks, doors, keys, ADA low energy operators, electronic locking systems, and the computer that controls said systems. National Security & Door provides this service and will continue to stay abreast of the changing security needs in today’s environment. National Security & Door will also continue to innovate and provide and security industry with security solutions that solve today’s security challenges, while maintaining life safety and egress codes.

National Security & Door has been active in the educational markets, both K-12 and higher learning, since the late 1980s. Today, we are engaged in a million-dollar “doors hardware and electronic security upgrade” with Amherst County Public Schools. We have completed two high school’s renovations in Prince William County, providing new aluminum doors equipped with the National Security & Door designed chain resistant pulls distributed by Trimco. Our security pulls are part of a newly tested aluminum door designed to resist a forced entry after an active shooter attack. The new testing criteria (test F3561) has been utilized by Trulite Glass and Aluminum to achieve the first Level 8 tested door in the country. This door will be introduced nationally in the coming months. This design provides 100% ingress at a secure opening. These projects often incorporate the installation of mechanical and electronic hardware, glazing products, and master key system maintenance for the new door and hardware installations.

Interior opening security for office and classrooms is also an area of focus for National Security & Door. We have collaborated with lock manufacturer Schlage to develop a “Safe Space” mortise indicator lock. This lock was installed extensively throughout Campbell County Schools as well as Tidewater Community Campus locations, providing superior classroom lockdown capabilities. Use of the mortise indicator lock, in conjunction with the proper electric strike for access control, provides a mechanical and electrical redundancy which is a major step forward in lockdown security. This type of security concern is present at every level in the educational market, and National Security & Door has been a pioneer bringing it into the marketplace.

We took on the challenge of a lockdown security upgrade project at Virginia Commonwealth University, which included larger lecture halls with multiple entrances operated by electronic exit device hardware. The goal was to empower individual classroom occupants with the means to independently lock down their classroom space with one action from a device located on board the exit devices. With the stand-alone system developed by National Security & Door, one activation is all that is needed to lock down all exit devices at each opening, and each device has a visual indicator on board to confirm the lockdown status. This independent system can integrate with traditional access control systems if desired.

National Security & Door also offers sales, installation, and service for automatic doors and ADA handicap door operators. We program and install these devices to work with existing access control systems to provide secure, hands-free operation. We can also handle the

integration of independent control boards into the system, when necessary, to “marry” the operator to a specific access control system, when either component is missing desired functionality capability.

While the above-mentioned services are of a more specialized nature, we also provide a more basic menu of locksmith services to customers daily. Our staff of technicians varies in the level of expertise required to perform security technician duties. We are constantly cross-training and educating our security technicians to meet growing demands for the security industry’s need for one-stop solution providers.

Section C1c – Comparable Clients

The following is a table detailing the names of clients comparable to the Institute, the project or projects completed by National Security & Door for each client, and timespans of any existing contracts.

Client	Project	Contract Timespan
Prince William County	<ul style="list-style-type: none"> - Lockdown provisions - Exterior door replacement; aluminum and hollow metal - Chain-resistant openings 	Currently engaged in 5-year contract
Campbell County	<ul style="list-style-type: none"> - Access control - Security vestibule entry - Safe Space indicator mortise locks 	Timespans vary depending on individual contracts
King George County	<ul style="list-style-type: none"> - CCTV - Access Control 	Timespans vary depending on individual contracts
Northern Virginia Community College	<ul style="list-style-type: none"> - Access Control - Handicap Door Operators 	Timespans vary depending on individual contracts
Christopher Newport University	<ul style="list-style-type: none"> - Access Control - Handicap Door Operators 	Timespans vary depending on individual contracts
York County	<ul style="list-style-type: none"> - Exterior and interior door replacement; wood and hollow metal 	Timespans vary depending on individual contracts
Chesapeake Schools	<ul style="list-style-type: none"> - Exterior door replacement; aluminum storefront doors 	Timespans vary depending on individual contracts
Virginia Commonwealth University	<ul style="list-style-type: none"> - Handicap Door Operators - Sliding Doors - Safe Space lockdown panic bars - Safe Space indicator mortise locks 	Currently engaged in 5-year contract
Chesterfield County	<ul style="list-style-type: none"> - Exterior door replacement; aluminum and hollow metal - Chain-resistant openings installed at all schools within the county 	Currently engaged in 1-year contract
John Randolph Medical Center	<ul style="list-style-type: none"> - Fire door inspections - Exterior and interior door replacement - Locksmith services - Handicap Door Operators - Access Control 	Timespans vary depending on individual contracts

Section C1d – Lost Accounts

National Security & Door has been very fortunate with relationship building. We strive to build rapport with clients, encouraging them to utilize National Security & Door's services for all relevant security concerns, and pride ourselves on the positive business relationships we have formed. This approach has worked well over the years, and we would hope a relationship with VMI would be very much the same. In truth, there have been no "falling outs" with clients that we are aware of – National Security & Door does not have on record any clients within the last three years who have explicitly terminated their business relationship with the company.

While we have not won every bid we have ever submitted, we do not consider losing a bid to be losing a client. Recently, Henrico County did not choose to renew their contract with National Security & Door at the end of the period when it was eligible for re-bid. While National Security & Door tries to always provide competitive pricing, an alternate vendor submitted a more aggressive pricing model. The contact information for Henrico County is as follows:

Henrico County

Contact: Leisel Collins, Procurement Analyst

Phone: (804) 501-5687

coll19@henrico.us

Section C - Plan for providing services (a) – Method

The first step in providing a plan to provide services would be to offer a more generalized listing of goods and services NSD offers. See the “**Expanded list of goods and services offered by NSD**” at the end of the Plan for Service sections. When we can combine the services, we offer to create a turnkey project. This is where National Security & Door can self-perform many details needed and present a cost effective and efficient project installation.

Section C - Plan for providing services (b) - Commitment

Once the project scope is developed and defined, National Security & Door can provide a job summary path to completion based on the actual project requirements. National Security & Door very rarely uses sub-contractors so the planning from an availability of personnel is a much easier process to define. Material leads time will often dictate the job timeline. National Security & Door will provide the amount of manpower and expertise needed on any given project to ensure a quality outcome in a reasonable amount of time. As National Security & Door learns the brands of doors, hardware, and components VMI prefers we have no problem stocking a sensible amount of common inventory to help facilitate getting projects underway and finished faster.

Section C - Plan for providing services (c) – Subcontractors

As previously mentioned, National Security & Door rarely uses subcontractors in typical projects undertaken by the company. Occasionally, a project requires something outside of the scope of our services – for example, creating a doorway through an existing brick or block wall. If such an instance were to arise, National Security & Door would assess the need and manage the help accordingly. While we do not make a habit of it, we are not opposed to enlisting subcontractor help if the Institute’s needs required a departure from our in-house scope of work. We would be sure to keep our point of contact at the Institute “in the loop” in the event of such an instance.

Section C - Plan for providing services (d) – Pricing

The means for evaluating cost for services will fall into a valued cost quote describing material and services needed to perform the desired project outcome. Project location would determine the appropriate Price Group used for labor values. The price groups were developed using a VASCUPP zone map. VMI would use Price Group C which covers zone 8. Material price discounts are offered on various product brand offerings. Products not shown on the material list would be offered as “quote only” values. This pricing system was developed to offer a buying program to entities that may take advantage of the cooperative nature of this contract.

Valued Cost Quote

The “Valued – Cost Quote” method applies to work requests that are larger in scope and may require an extended labor effort to complete. These jobs are often referred to as “Projects.” A detailed quote would be developed outlining the project scope, material requirements and labor cost to complete the project. Only an agreed to change order would alter the overall project cost. A change order may be required if the scope of the project changes once the job starts, or an unforeseen job condition arises that could not have been anticipated when the Quote was developed.

Labor, material, and condition costs are projected in the quote creating a project “value” and agreed to before the project starts. This project scope and value can be discussed and refined before any work is done.

Labor Distinctions

In efforts to clearly define overall labor projections NSD has developed three labor breakdowns used to describe the labor efforts contributing to project development and outcome. One or all of the following breakdowns may apply to any given project. The breakdowns will help define the process for project success for each service type offer by NSD.

- 1. Discovery, Detail, Planning and Design**
- 2. Research, Acquisition, Fabrication, Pre-Install and Mobilization**
- 3. Field Technician Service and Installation**

Labor Rates By Service Work Type and Price Group Area

Special Group applies to Richmond and adjacent counties of Henrico and Chesterfield

Service Work Type	Special Group (Local Area)	Regular Time	Over Time
A	Locksmith and Stand Alone Access Control	\$ 112.00	\$ 168.00
B	Low Voltage Electrical Access Control	\$ 125.00	\$ 187.50
C	Aluminum, Wood, Hollow Metal Doors	\$ 125.00	\$ 187.50
D	Automatic Doors and Handicap Operators	\$ 130.00	\$ 195.00
The Special Group Local Area applies to VCU and MCV			

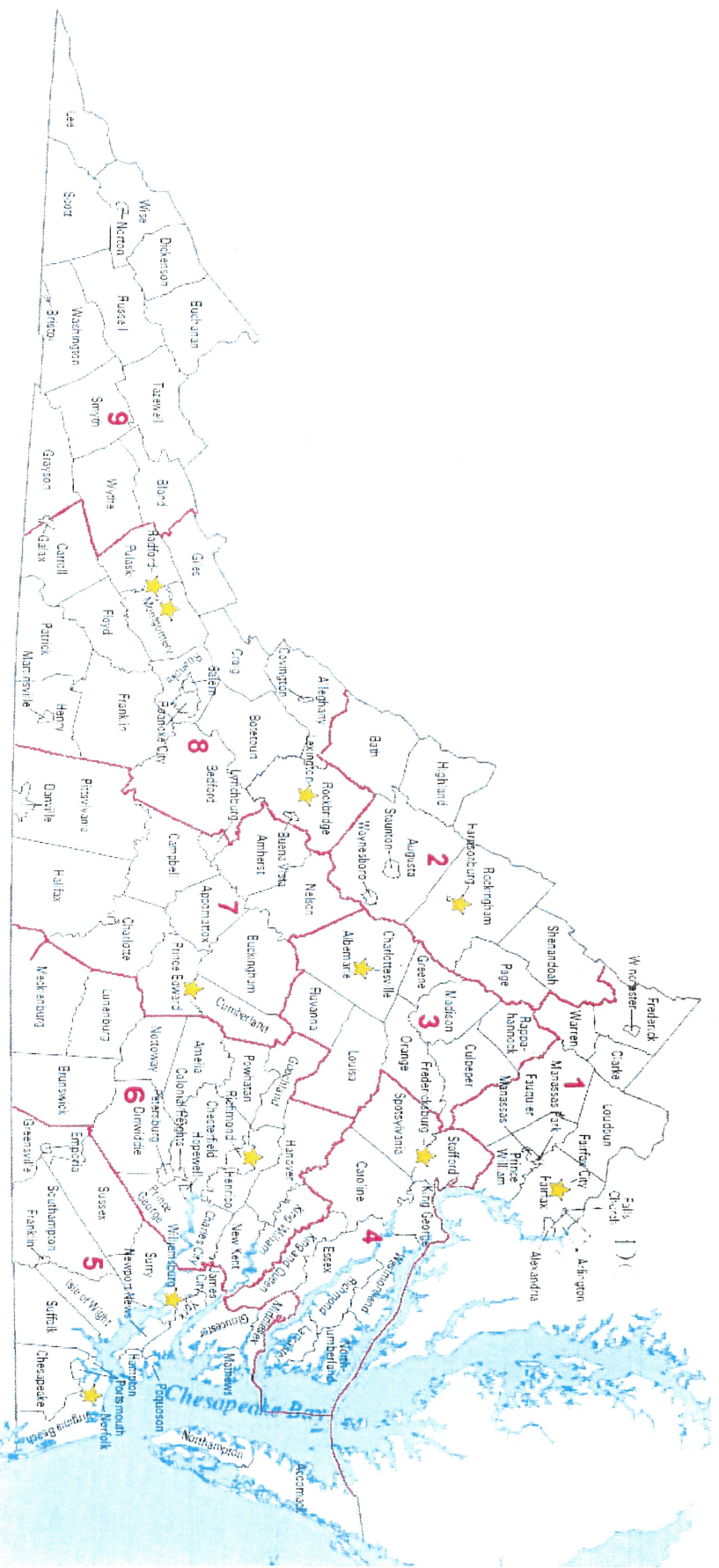
Service Work Type	Price Group A (applies to Map Zones 4 & 6)	Regular Time	Over Time
A	Locksmith and Stand Alone Access Control	\$ 117.60	\$ 176.40
B	Low Voltage Electrical Access Control	\$ 131.25	\$ 196.88
C	Aluminum, Wood, Hollow Metal Doors	\$ 131.25	\$ 196.88
D	Automatic Doors and Handicap Operators	\$ 136.50	\$ 204.75

Service Work Type	Price Group B (applies to Map Zones 3,5,&7)	Regular Time	Over Time
A	Locksmith and Stand Alone Access Control	\$ 123.98	\$ 185.98
B	Low Voltage Electrical Access Control	\$ 138.38	\$ 207.56
C	Aluminum, Wood, Hollow Metal Doors	\$ 138.38	\$ 207.56
D	Automatic Doors and Handicap Operators	\$ 143.91	\$ 215.87

Service Work Type	Price Group C (applies to Map Zones 1,2 &8)	Regular Time	Over Time
A	Locksmith and Stand Alone Access Control	\$ 128.80	\$ 193.20
B	Low Voltage Electrical Access Control	\$ 143.75	\$ 215.63
C	Aluminum, Wood, Hollow Metal Doors	\$ 143.75	\$ 215.63
D	Automatic Doors and Handicap Operators	\$ 149.50	\$ 224.25

Service Work Type	Price Group D (applies to Map Zone 9)	Regular Time	Over Time
A	Locksmith and Stand Alone Access Control	\$ 134.40	\$ 201.60
B	Low Voltage Electrical Access Control	\$ 150.00	\$ 225.00
C	Aluminum, Wood, Hollow Metal Doors	\$ 150.00	\$ 225.00
D	Automatic Doors and Handicap Operators	\$ 156.00	\$ 234.00

**See VASCUPP zone map used for Price Group creation on following page
additional Price Groups included for Cooperative Contract purposes**



Virginia Association of State College & University Purchasing Professionals (VASCUPP)

List of member institutions by zones

- | | |
|--|---|
| <u>Zone 1</u> | <u>Zone 2</u> |
| <u>George Mason University (Fairfax)</u> | <u>James Madison University (Harrisonburg)</u> |
| <u>Zone 4</u> | <u>Zone 5</u> |
| <u>University of Mary Washington (Fredericksburg)</u> | <u>College of William and Mary (Williamsburg)</u> |
| | <u>Old Dominion University (Norfolk)</u> |
| <u>Zone 7</u> | <u>Zone 8</u> |
| <u>Longwood University (Farmville)</u> | <u>Virginia Military Institute (Lexington)</u> |
| | <u>Virginia Tech (Blacksburg)</u> |
| | <u>Radford University (Radford)</u> |
| | <u>Zone 9</u> |
| | <u>University of Virginia (Charlottesville)</u> |
| | <u>Virginia Commonwealth University (Richmond)</u> |

Material Pricing Discounts

Manufacturer List	Primary Product Lines	List Price	Sale Discount From List
Adams Rite	Locking Hardware	Current Published	30
Aiphone	Intercom	Current Published	25
Air Louvers	Glazing Products	Current Published	30
Alarm Lock	Locking Hardware	Current Published	30
AptiQ	Readers	Current Published	25
Arrow	Locking Hardware	Current Published	25
Avigilon	Video Security	Current Published	5
Avigilon	Access Control	Current Published	5
BEA	ADA Controls	Current Published	25
BEST	Locking Hardware	Current Published	25
CBORD	Access Control	Current Published	Quote Only
Command Access	Custom Electrified Hardware	Current Published	25
Corbin Russwin	Locking Hardware	Current Published	25
Design Hardware	Locking Hardware	Current Published	35
Don-Jo	Flat Goods Hardware	Current Published	35
Falcon	Locking Hardware	Current Published	35
Folger Adams	Locking hardware	Current Published	32
Fortress	Wood Doors	Current Published	Quote Only
Glynn Johnson	Locking Hardware	Current Published	32
HES	Electrified Hardware	Current Published	30
HID	Readers	Current Published	25
IVES	Flat Goods Hardware	Current Published	32
Lampton	Wood Doors	Current Published	Quote Only
LCN	Door Closers	Current Published	30
Life Safety Power	Access Control Low Voltage Power	Current Published	10
McKinney	Hinges	Current Published	25
Medeco	High Security Locking Hardware	Current Published	20
Mesker	Hollow Metal Doors and Frames	Current Published	Quote Only
NABCO	ADA Low Energy Operators	Current Published	25
Norton	ADA Low Energy Operators	Current Published	25
Oldcastle	Glazing Products	Current Published	Quote Only
Oshkosh	Wood Doors	Current Published	Quote Only
Pemko	Door Seal Products	Current Published	25
Persona	Access Control	Current Published	Quote Only
Precision	Locking Hardware	Current Published	25
RCI	Electrified Hardware	Current Published	32
Republic	Hollow Metal Doors and Frames	Current Published	30
Rixson	Door Closers	Current Published	25
Rockwood	Flat Goods Hardware	Current Published	25
RS2/Acre	Access Control Systems	Current Published	25
Sargent	Locking Hardware	Current Published	32
Schlage	Locking Hardware	Current Published	32
Securitron	Electrified Hardware	Current Published	30
Select Products	Continuous Hinges	Current Published	30
Special - lite	Aluminum Storefront Systems	Current Published	Quote Only
Steelcraft	Hollow Metal Doors and Frames	Current Published	35

Material Pricing Discounts

Manufacturer List	Primary Product Lines	List Price	Sale Discount From List
Streko	Wood Doors	Current Published	Quote Only
Town Steel	Anti Ligature Locking Hardware	Current Published	25
Trimco	Security Door Pulls and Hardware	Current Published	25
Trulite	Aluminum Storefront Systems	Current Published	Quote Only
USA Wood Door	Wood Doors	Current Published	25
Von Duprin	Locking Hardware	Current Published	30

Notes:

Material orders under \$250.00 subject to \$25.00 surcharge

Shipping and Handling charges will be charged at invoice cost for all types of non stock commercial door and frame orders

Pricing Guideline Discounts are subject to change at any time due to market dictated changes

Section C - Plan for providing services (e)– Bonding and Expanded List of Services

National Security & Door can offer bonding on larger projects. Projects under this RFP are limited to \$50,000 which does not typically require a bond. Following, see a copy of a bonding limit letter for bonding capacity by NSD.

Also note the expanded list of services following the bonding limit letter. These additional services are offered within this contract bid which often lead to turn-key project applications.



August 12, 2024

RE: Surety Prequalification – National Security & Door Corporation

To Whom It May Concern:

We are privileged to be the surety agent for National Security & Door Corporation and consider this company to be one of our most valued clients. Their bond needs are handled by The Cincinnati Insurance Company, which has an A.M. Best Rating of "A+" (Superior), a Financial Size Category of XV, is listed as an approved surety company in the Circular 570 and is licensed to do business in all 50 states.

The management team of National Security & Door Corporation demonstrates excellence and added value to the projects they undertake. National Security & Door Corporation's construction and management performance is of a magnitude and quality that casts them in a significant and unique role in the construction marketplace. They have earned the respect of their surety company, owners, architects, and engineers through the years. Without question, we can recommend this company to you and we think you will quickly see the high degree of professionalism and expertise they offer.

National Security & Door Corporation is financially sound and has the ability and financial capacity to bond single projects in the \$1,000,000 range with an aggregate capacity of \$3,000,000. These are parameters not absolutes.

Should National Security & Door Corporation be awarded a contract for a project, then naturally, we would expect the execution of any final bonds to be subject to a review of the final contract terms, conditions, and financing by our client and The Cincinnati Insurance Company. We assume no liability to third parties or to you if for any reason we do not execute said bonds.

Sincerely,

Brandon Pulliam
Attorney-in-fact
The Cincinnati Insurance Company

Expanded list of goods and services offered by NSD.

Doors & Hardware

- Hollow Metal Doors & Frames
- Wood Doors
- Aluminum Storefronts
- Custom & Specialty Doors
 - Bullet Resistant Doors
 - Attack Resistant Doors (ASTM F3561 Attack Resistant after Active Shooter Attack)
 - Fire Rated Doors
 - Sound Transmission Class (STC) Rated Doors
- Automatic Doors & ADA Compliant Low Energy Operators
- Architectural Door Hardware
- Ligature Resistant Door Hardware
- Chain Resistant Pull Trim & Security Openings
- Code Compliant Lockdown Solutions for Classroom, Safe Space, & Shelter in Place
- Security Vestibules
- Attack Resistant Glass
- Fire Rated Glass
- Fire Door & ADA Compliance Inspections and Repairs

Electronic Security

- Access Control Systems and Cabling
- Electrified Hardware used to create Fail Safe and Fail Secure locking systems
- CCTV
- IP Video Surveillance
- IP Video Intercoms
- Elopement Prevention Systems

Life Safety, Security, and Functionality systems components for doors, hardware and electronic security are evolving rapidly in today's marketplace. Changes are driven by circumstances and demand. National Security and Door has always strived to stay abreast of these changes. We offer our customers the products that meet the needs of their unique environments building and personnel challenges.

Section C2 – Small Business Certification

Following is RFP bid Attachment E showing National Security & Door Corp SWAM certification number 694437 and certification and expiration dates.

Small Business Certification

Definitions

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: This shall not exclude SBSD-certified women- and minority-owned businesses when they have received SBSD small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) by the due date of the solicitation to participate in the SWaM program. Certification applications are available online at www.sbsd.virginia.gov.

Offeror Name: NATIONAL SECURITY & Door Corp.
Preparer Name: Scott Childress Date: 11/18/24

Instructions

- A. Businesses certified by the Department of Small Business and Supplier Diversity (SBSD) as a small business must complete Section A of this form.

Section A

CERTIFICATION TYPE (check only one below):

- ☒ Small Business
☐ Small and Women-owned Business
☐ Small and Minority-owned Business

Certification Number: 694437 Certification Date: 8/2/22 Expiration Date: 8/2/27

NOTE: It is your responsibility to ensure that your certification is renewed and does not lapse. Should your certification expire, you will no longer be eligible to receive awards under this contract.

Section C3 – References

Following is RFP bid Attachment D showing National Security & Door customer references.

ATTACHMENT D

RFP# V211-24-023-1

REFERENCES

Please list at least three references for whom you have performed each applicable category of service specified herein and within the past five years.

CLIENT: _____

ADDRESS: _____

CONTACT
PERSON/PHONE#: _____

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: _____

CLIENT: _____

ADDRESS: _____

CONTACT
PERSON/PHONE#: _____

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: _____

CLIENT: _____

ADDRESS: _____

CONTACT
PERSON/PHONE#: _____

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: _____

Please use a separate sheet of paper for additional references.

National Security & Door

References

Amherst County Schools
Washington Street 153
Amherst, VA 24521
Phone: 434-946-9343
Contact: Tim Hoden, Operations Manager
thoden@amherst.k12.va.us

County of Powhatan
3834 Old Buckingham Road Suite A
Powhatan, VA 23139
Phone: 804-598-5697
Contact: Mark Piper, Facilities Supervisor
mpiper@powhatanva.gov

Christopher Newport University
1 University Place
Newport News, VA 23606
Phone: 757-594-7166 Fax: 757-594-7235
Contact: Zackery Hopkins, Transaction System Administrator
Zachary.hopkins@cnu.edu

Chesterfield County Public Schools
9800 Krause Road
Chesterfield, VA 23832
Phone: 804-263-3175
Contact: Lora Toothman, Construction Project Manager
Lora.toothman@ccpsnet.net

Prince William County Public Schools
P.O. Box 389
Manassas, VA 20108
Phone: 703-791-7389
Contact: Ali Kerem, Locksmith Crew Chief
cousinte@pwcs.edu

Section C4 – Financial Stability

Following is RFP bid request for National Security & Door current financial information.
Provided is a current internal year to date summary profit and loss statement.

7:12 PM

11/16/24

Accrual Basis

National Security & Door Corporation

Profit & Loss

January 1 through November 16, 2024

	Jan 1 - Nov 16, 24
Ordinary Income/Expense	
Income	
44000 · PARENT All Income	5,220,277.52
47000 · Material Rebate	394.86
49000 · Discounts Taken	6,644.98
Total Income	5,227,317.36
Cost of Goods Sold	
50000 · PARENT - Cost of Goods Sold	2,830,072.09
Total COGS	2,830,072.09
Gross Profit	2,397,245.27
Expense	1,846,465.58
Net Ordinary Income	550,779.69
Other Income/Expense	
Other Income	395,333.53
Other Expense	81,892.09
Net Other Income	313,441.44
Net Income	864,221.13

Section C 5 – Geographic Location

National Security & Door has one office located at the following address:

National Security & Door Corp.

8142 Hull Street Road

N. Chesterfield, VA 23235

Although we are located just outside of Richmond, National Security & Door performs services for clients all over the state of Virginia. Of relevance to VMI is our service record with the nearby Campbell County and Amherst County school systems. We have installed – and continue to maintain – several relevant life safety security systems for Campbell County. We are currently involved in the installation of similar systems for Amherst County schools.

Each of these counties have embraced the chain-resistant opening concept, aluminum and barricade walls for traffic control, interior aluminum doors with security glazing, and Safe Space classroom mortise indicator locks. We have also installed access control and emergency notification systems in each school system. Door replacement at in each county have been a mix of hollow metal, wood, and aluminum door systems.

Section C6 – General Vendor Information

Following is RFP bid request for National Security & Door general vendor information.

Vendor Data Sheet

Company

National Security and Door Corp.

8142 Hull Street Road

N. Chesterfield, VA 23235

Phone: 804-745-4936 Fax: 804-745-5085

Web Address: www.nsandd.com

Years in Business

Originally incorporated in the State of Virginia as National Key and Lock Security Corporation in 1981. We began trading as National Security and Door around the year 2000 to more accurately reflect the direction the business had taken. We incorporated the name National Security and Door Corp. in August of 2010.

Corporate Facts

Federal Tax ID 27-3420354

State Corporation Number 07268436

EVA Vendor Number E9426

Department of Criminal Justice Services Number 11-7451

Class A Contractors License Number 2705-141355A

SWAM Number 694437 / Certified Micro Business

Primary Contact

Scott Childress / President

804-745-4936 Ext 307

schildress@nsandd.com

UNDERSTANDING OF REQUIREMENTS

OFFEROR: NATIONAL SECURITY & DOOR CORP.

RFP#: RFP #V211-24-023-1

Date: 11/18/24

The following question concerns specifications, Section (number) NONE

Paragraph _____, page _____.

All responses to questions may be made by Addendum.

Questions not submitted on this form WILL NOT BE ANSWERED.

Questions Submitted by: _____

NAME ORGANIZATION PHONE

EMAIL _____

This may be FAXED to: (540) 464-7669 or E-Mail to: oguinnsp@vmi.edu, Shana O'Quinn

CONFLICT OF INTEREST STATEMENT

Ensure that the solicitation is thoroughly read and completed. Complete, sign and return the information requested below with your proposal. FAILURE TO FURNISH THIS DATA MAY RESULT IN REJECTING YOUR PROPOSAL.

NAME: SCOTT CHILDESS
ADDRESS: 8142 Hull ST. RD
CITY/STATE: N. CHESTERFIELD, VA. 23235
TELEPHONE NUMBER: 804-745-4936
FEDERAL ID NUMBER(FIN): 27-3420354

THE ABOVE FIRM IS A: (CHECK, AS APPLICABLE)

- ☒ SMALL BUSINESS ☐ INDIVIDUAL BUSINESS
☐ WOMAN-OWNED BUSINESS ☐ SOLE PROPRIETORSHIP ☐ MINORITY-OWNED BUSINESS ☐
PARTNERSHIP
☐ SHELTERED WORKSHOP ☒ CORPORATION

RELATIONSHIP WITH THE COLLEGE OF VIRGINIA:

IS ANY MEMBER OF THE FIRM AN EMPLOYEE OF THE COMMONWEALTH OF VIRGINIA WHO HAS A PERSONAL INTEREST IN THIS CONTRACT PURSUANT TO THE CODE OF VIRGINIA, SECTION 2.1-639.1-639.24? ☐ YES ☒ NO

IF YES, EXPLAIN:

Scott Childress 11/13/24
SIGNATURE OF OFFEROR DATE

Please tell us how you received this solicitation:

- ☐ It was mailed to you directly.
☐ You requested a copy through the Virginia Business Opportunities.
☐ You obtained a copy from the Virginia Department of Minority Business Enterprise. ☐ Other (please specify)

EVA

CONTRACTOR DATA SHEET

QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirement.

Indicate the length of time you have been in business providing this type of service. 43 Years
 _____ Months

Provide a list of current references, either college, Educational Institutions, and/or other companies that your firm is servicing. Include the length of service, dollar volume, year contract was entered into, and the name and address of the person the State has your permission to contact. Such listing shall be comprehensive of your firm's customer base and can be formatted as follows:

CURRENT ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

SEE FOLLOWING SUPPLEMENTAL DATA SHEETS FOR CONTRACT DATA

LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Supplemental Data for Attachment C – Contractor Data Sheet

In following pages, we have included the “first page” of a number of term contracts that are similar in nature to this bid request. All these contracts are active at the time of this writing.

Virginia Commonwealth University

University of Richmond

William & Mary

Christopher Newport University

Old Dominion University

Northern Virginia Community College

Prince William Public Schools

City of Richmond

Commonwealth of Virginia, Department of Purchase and Supply (DPS)

Richmond Behavioral Health

Lost accounts have been limited to County of Henrico several years ago. This contract expired and was rebid, and National Security & Door did not win the contract rebid. The only other lost account would be the contract expiration of the VMI Trades Pool Contract as it expired and is now in this rebid phase. Concerning the expired contract, it was originated at the beginnings of the Covid era and the truth is we never really engaged with this contract. It was a unique time that just didn't lend itself to developing new relationships. We would appreciate an opportunity to try again as we have an abundance of experience with life safety, security and openings functionality that works well in today's world.

MASTER SERVICES AGREEMENT

CONTRACT #: C0003165

This Master Services Agreement ("MSA") is made and entered into as of the date the last authorized signature is affixed hereto by National Security & Door Corp., ("Contractor") and Virginia Commonwealth University, a corporation and an institution of higher education of the Commonwealth of Virginia, ("VCU"). Contractor and VCU are sometimes referred to as a "Party" and collectively as the "Parties."

RECITALS

WHEREAS, Contractor provides various skilled trade services;

WHEREAS, VCU desires to use skilled trade services on an as-needed and optional-use basis;

WHEREAS, Contractor is willing to offer skilled trade services to VCU in a manner described herein.

NOW, THEREFORE, in consideration of the mutual promises set forth herein and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

1. **SERVICES.** Contractor shall provide to VCU skilled trade services as set forth in Appendix II, Conditions of Award, and any statements of work or similar document later agreed upon between the Parties.
2. **ENTIRE AGREEMENT.** This Master Services Agreement (MSA), Appendix II, Appendix III will serve as the complete contract between Contractor and VCU. The contract between Contractor and VCU may include statements of work (SOW), a data protection addendum (DPA), or other similar documents as necessary. In the event of a conflict among the contract documents, the order of precedence will be: this MSA, Appendix II, if applicable, the DPA, SOW, and then the RFP.
3. **TERM and RENEWAL OF CONTRACT.** The term of this MSA commences on the date of the last affixed signature and ends on December 31, 2023. This MSA will renew under the terms and conditions of the original MSA without intervention, for seven (7) additional one (1) year periods until December 31, 2030.
4. **EFFECTIVE DATE.** This MSA is binding on the date of the last affixed signature.
5. **FEE.** VCU shall pay Contractor a fee in accordance with Appendix II and Pricing as agreed upon in Appendix III and as agreed between the Parties. Unless set forth otherwise in Appendix II, all invoices shall be paid net 30 days following receipt of a proper invoice, services rendered, or goods delivered, whichever is later pursuant to and in accordance with Code of Virginia §§ 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act.
6. **MISCELLANEOUS.** This MSA may be executed in any number of counterparts, each of which shall be deemed an original, but all such counterparts together shall constitute but one and the same instrument. The relationship between VCU and Contractor created by this MSA is that of independent contractors. Nothing contained herein shall be construed as constituting any other relationship between VCU and Contractor. Contractor shall not assign this MSA to another party

**UNIVERSITY OF RICHMOND
ON-DEMAND SERVICES AGREEMENT**

Contract No. 18237

This On-Demand Services Agreement ("Agreement") is made effective the 1st day of April 2024 ("Effective Date"), by and between the University of Richmond, a Virginia non-stock, nonprofit corporation (the "University"), and National Security & Door Corporation, a Virginia corporation ("Vendor").

RECITALS

WHEREAS, the University, seeks the services of a qualified Vendor to provide door hardware and lock and key services on an on-demand basis as described in Vendor's proposal dated February 5, 2024 (the "Services"); and

WHEREAS, the University will issue Purchase Orders for Services under this Agreement; and

WHEREAS, Vendor has the personnel, capabilities, experience, and resources necessary to provide the Services; and

WHEREAS, the University desires to retain Vendor and Vendor desires to provide the Services described in this Agreement under the terms of this Agreement;

NOW, THEREFORE, the parties, in consideration of the mutual covenants and promises contained herein, hereby agree as follows:

TERMS

1.0 Vendor's Obligations and Duties.

1.1 Contract Documents. Vendor shall provide the Services on an on-demand basis, in accordance with the specifications and rates in the University of Richmond Request for Proposal Number 24-RFP-03, the Vendor's proposal dated February 5, 2024, and any modifications to such proposal agreed to in writing by the parties (collectively, the "Bid Documents"), all of which are incorporated herein by reference, and in any Purchase Order the University may issue. In the event of a conflict between the terms of this Agreement, the Bid Documents, and/or any Purchase Order or quote response, the terms of this Agreement shall control.

1.2 Purchase Orders. Upon request by the University, and except in cases of emergency described below, the Vendor will submit an hourly, not-to-exceed staffing and cost proposal (which must be in line with the Vendor's pre-established rates in the Proposal) broken down by individual, title, hourly rate, and proposed number of hours, and which shall contain the required time of performance and project deliverables and any subcontractors to be used on the project. The University will then issue a Purchase Order under this Agreement, authorizing the work. No individual Purchase Order under this Agreement shall exceed \$250,000.00. There is no minimum or maximum number of Purchase Orders to be issued under this Agreement. Vendor shall undertake no work until a written Purchase Order has been provided by the University, except in cases of emergency as set forth below.

1.3 Change Orders. The Vendor shall perform no work that would result in exceeding the dollar limitation of the Purchase Order without first having obtained written approval from the University of Richmond in the form of an official Change Order.

1.4 Response Time. Vendor shall respond to all University requests within forty-eight hours for non-emergency work.



WILLIAM & MARY

CHARTERED 1693

PROCUREMENT SERVICES

COMMONWEALTH OF VIRGINIA

STANDARD RFP CONTRACT

Contract Number: WM20-2352-DWND

This contract entered into this 13th day of September by "National Security & Door Corp." hereinafter called the "Contractor" and Commonwealth of Virginia, William & Mary called "W&M."

WITNESSED that the Contractor and W&M, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: "National Security & Door Corp." shall provide skilled trades for installation and repairs of doors and windows set forth in the contract documents.

PERIOD OF CONTRACT: From September 20, 2021 through September 19, 2026, with 5, 1-year auto-renewal options

CONTRACT DOCUMENTS shall consist of:

- (1) Response to Negotiation Questions
- (2) "National Security & Door Corp." Proposal RFP WM20-2352(FOIA)
- (3) RFP WM20-2352 and all Addenda, Terms and Conditions (Mandatory & Special)
- (4) Attachment I Specific Requirement Submittal
- (5) Attachment J – Pricing Matrix
- (6) This signed form;

IN WITNESS WHEREOF, the parties have caused this Cooperative Contract to be duly executed intending to be bound thereby.

"NATIONAL SECURITY & DOOR CORP."

WILLIAM & MARY:

By: _____

By: _____

Title: _____

Title: Chief Operating Officer

Date: _____

Date: _____

PRECEDENCE OF CONTRACT DOCUMENTS: In the event there is a conflict between any of the terms and conditions of this Contract and any of the Incorporated Contract Documents, the terms of this Contract shall apply. In the event there is any conflict between the Contractors' Proposal and any of the Contractor's negotiation responses and clarifications, or between one or more of the Contractor's negotiation responses and clarification documents, the most recent document shall apply. If there is a conflict between the General Terms and Conditions and the Special Terms and Conditions, the Special Terms and Conditions shall take precedence.

Contracts Portal: W&M will host all contracts thorough a public contracts portal that will be available from the procurement website:
<https://wm.cobblestone.software/public/>

Background Check: <https://www.wm.edu/offices/procurement/buying/laws-policies-procedures/specialtermsandconditions-website-version.pdf>

Parking: Vendors/Contractors who are in marked company vehicles who need to be on campus for less than an hour at a time can park in loading docks and do not require parking passes. Vendors/Contractors requiring access to a parking space for more than an hour at a time are required to purchase parking credentials on a daily, monthly or annual basis. Please go to:
http://www.wm.edu/offices/auxiliary/parkingandtransportation/parking/general_decal/index.php for current policies, exceptions and pricing.

NOTE: This public body does not discriminate against faith-based organizations in accordance with the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1, § 36 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.



CHRISTOPHER NEWPORT
UNIVERSITY

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

National Security & Door

CNU Contract Number: 242-22-00112

This contract entered into this 13th day of May, 2022, by National Security & Door Corporation hereinafter called the ("Contractor") and Commonwealth of Virginia, Christopher Newport University called the ("Purchasing Agency") or ("CNU").

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide Door, lock, locksmith and access control products and services to the Purchasing Agency as set forth in Cooperative Contract Agreement No. 8588933CH2-A procured by Virginia Commonwealth University (VCU).

PERIOD OF PERFORMANCE: The initial term of this Contract will commence on the execution date and will remain in effect through March 1, 2025 or so long as the VCU Cooperative Contract agreement No. 8588933CH2-A incorporated below is in effect.

The Contract Documents shall consist of:

- (1) This signed form;
- (2) The fully executed Virginia Public Institutions of Higher Education Cooperative Contract Addendum dated May 13, 2022.
- (3) And all documents incorporated by reference as part of the VCU Cooperative Contract No. 8588933CH2-A entered into on March 26, 2020, and any subsequent addenda.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

National Security & Door Corporation

By: Scott Childress
Title: President
Date: 5/13/22

PURCHASING AGENCY:

Christopher Newport University

By: Jennifer Latour
Title: Jennifer Latour, Vice President for Finance and Planning and Chief Financial Officer
Date: May 17, 2022

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, §2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.



Procurement Services

4401 Powhatan Avenue, Norfolk, VA 23529 • Phone: 757/683-3105 • Fax: 757/683-5108 • www.odu.edu/procurement

NOTICE OF PRE-QUALIFIED SKILLED TRADE CONTRACTORS

CONTRACT NO.: #23-ODU-04-CCC

DATE: August 30, 2024

IN RESPONSE TO: RFQ #23-ODU-04-CCC-OE2

TO FURNISH: Skilled Trades Crafts – Term Contract

DURING THE PERIOD: September 1, 2024 through August 31, 2025

CONTRACTORS: Air Tech Solutions, Inc.; Brush It On Paint Co., LLC; Hoy Construction, Inc.; National Security & Door Corp.; PBI Environmental Restoration LLC / PPBI Commercial; Phase 1 Property Management; River City Enterprises, LLC; Syncon, LLC; Vanar Construction, Corp.

The above Contractor's RFQ submittal package is hereby accepted in accordance with the scope of services, terms and conditions defined in the original solicitation, any and all addenda, and other stipulations, if any.

To remain compliant with current Commonwealth legislation and policies and procedures, including Executive Order 35, the Virginia Public Procurement Act (VPPA) and the Division of Engineering and Building (DEB), the University will use the following processes to issue project notifications to the University's pre-qualified contractors for the required trade(s) and estimated dollar threshold per project, as follows:

- a) <\$10,000:
1. Contract Administrator (CA) develops a scope of work. The CO-7 General Terms & Conditions is incorporated by reference.
 2. The CA informally solicit a Request For Quotation (RFQ) via e-mail notification to ONLY those Pre-Qualified Contractors for the associated trade(s) that are certified as a MICRO business through the Commonwealth's Department of Small Business and Supplier Diversity (DSBSD).
 3. The CA will conduct a site visit to give the Contractors a full understanding of the nature and scope of the project.
 4. The selected Contractors must respond to the RFQ via email, in accordance with the response requirements specified in the notification request.
 5. If the low quote is deemed by the University to be unfair and unreasonable, or upon due diligence by the University it is determined that no "Micro" contractors in the required trade(s) exist, or were not willing to submit a quotation, the University may seek RFQs from DSBSD certified SMALL business and non-certified business within the required trade(s) and award in accordance with **EO35**.
 6. Should it become necessary to negotiate with the lowest responsive and responsible Quoter, approval of same must be obtained from Procurement Services prior to any negotiation.
 7. Award shall be made by either issuing an eVA purchase order, or using the University's PCARD when the transaction is less than \$5,000.00.
 8. The Contractor shall begin the work as stated in the University's notification, unless otherwise modified on its proposal. If no starting time is stated, the work shall begin within five (5) working days of receipt of the purchase order or as scheduled by the University's representative. The typical work hours shall be between 7 AM to 5 PM, Monday through Friday, unless otherwise approved by the University.
-



CONTRACT MODIFICATION AGREEMENT

Date: December 17, 2020
Contract No.: SSC-COOP-20-0033
Modification No.: 1
Issued By: Shared Service Center (NVCC)
Contractor: National Security & Door Corporation
Contract Title: Locksmith Services

case - 201 195

This Supplemental Agreement is entered into pursuant to the provision of the basic contract.

Description of Modification:

The purpose of this modification is to document both parties agreement to A) renew the Contract and B) revise terms and conditions due to regulatory changes effective July 1, 2020.

A) Contract renewal for one (1) year from March 1, 2021 through February 28, 2022. This renewal represents year one (1) of the four (4) optional successive one (1) year renewal periods included in the contract.

B) Revise terms and conditions due to regulatory changes effective July 1, 2020. Changes to the terms and conditions are indicated in blue font.

Now, therefore, the parties agree as follows:

1. Remove Section #A in its entirety and replace with:

VENDORS MANUAL: This contract is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. *The process for filing a complaint about this contract is in section 7.13 of the Vendors Manual. (Note section 7.13 does not apply to protests of awards or formal contractual claims.)* The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.eva.virginia.gov under "I Sell To Virginia"

2. Remove Section #C in its entirety and replace with:

ANTI-DISCRIMINATION: By entering into this contract, contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA)*. If this contract is awarded to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender, *sexual orientation*,



January 26, 2023

National Security & Door Corp.
8142 Hull Street Road
North Chesterfield, VA 23235

Attention: Scott Childress, President

Reference: R-BB-23007, Locksmith Services, Doors and Hardware, and Storefront

Dear Mr. Childress:

Acceptance Agreement

Contract Number R-BB-23007

This Acceptance Agreement indicates a contract award to National Security & Door Corp. for its entirety for the referenced IFB for the Locksmith Services, Doors and Hardware, and Storefront for Prince William County Public Schools (PWCS). The period of the contract is from January 27, 2023 through January 31, 2028 with the option to renew for two (2) additional two-year periods, two years at a time, upon mutual written consent of the parties to the contract.

The contract award shall consist of the following contract documents and in the event of a conflict between or among the contract documents, are listed in the order of precedence as follows:

1. This signed Acceptance Agreement;
2. RFP # R-BB-23007 dated December 29, 2022;
3. National Security & Door Corp. Proposal dated January 12, 2023.

Please note that is an indefinite goods and service contract. Authorized individuals will place orders via purchase order for specific goods and service covered by this contract as requirements arise. All questions regarding this contract should directed to the Contract Administrator, Angie Baker, at (703) 791-8744, or via email at BakerAX@pwcs.edu.

National Security & Door Corp.

Scott Childress
Legally Authorized Signature

Scott Childress President
Print Name and Title

2/1/23
Date

Colleen Keener
Colleen Keener, CPPB, CPCP, VCO, VCA
Supervisor of Purchasing

2/3/2023
Date

PURCHASING OFFICE



CONTRACT NO. 24000005174

**CITY OF RICHMOND
GOODS AND SERVICES CONTRACT**

This Contract, dated this 12 day of December, 2023 (the "Commencement Date") between the City of Richmond, Virginia (the "City") and National Security & Door Corporation (the "Contractor"), is binding among and between these parties as of the date of the City's final signature.

WHEREAS, the City has awarded the Contractor this Contract pursuant to Invitation for Bids No. 240000172, as modified by Addendum 1 dated September 11, 2023, Addendum 2 dated September 14, 2023, Addendum 3 dated September 15, 2023, Addendum 4 dated September 25, 2023, and Addendum 5 dated September 27, 2023, (the "Invitation for Bids"), for Maintenance Related Services (Multiple) – Door and Lock and Window and Glass Replacement.

THEREFORE, in consideration of the Recital set forth above and good and valuable consideration as set forth below, the parties agree as follows:

1. **Scope of Contract.** The Contractor shall provide the goods and services to the City as set forth in the Contract Documents enumerated in Section 3 below.
2. **Contract Amount.** The maximum authorized contract amount for this Contract is Fifty Thousand U.S. dollars (\$50,000.00). The aggregate of all payments by the City under this Contract shall not exceed this amount. All payments shall be as provided in the Contract Documents.
3. **Contract Documents.** This Contract shall consist of the following Contract Documents, listed in order of precedence from highest to lowest:
 - A. This Goods and Services Contract between the City and the Contractor.
 - B. The General Terms and Conditions attached to the Invitation for Bid.
 - C. The Specifications attached to the Invitation for Bid.
 - D. The Contractor's bid dated September 28, 2023.
 - E. The Instructions to Bidders attached to the Invitation for Bid.

All of these documents are incorporated herein by reference.

IN WITNESS WHEREOF, the parties hereto on the latest day and year written below have executed this Contract.

For the CONTRACTOR:

By: Scott Chidlow 12/12/23
(signature in ink) Date
Scott Chidlow
(typed name)
PRESIDENT
(typed title)

For the CITY:

By: Rene M. Almaraz 12/12/23
(signature) Date
Rene M. Almaraz
Director of Procurement Services

IF A CORPORATION, AFFIX CORPORATE SEAL



CONTRACT RENEWAL 002

WHEREAS on May 25, 2021, the Richmond Behavioral Health Authority (RBHA) entered into Contract 2021-GS-0011 with National Security & Door Corporation to provide locksmith services; and,

WHEREAS from March 2, 2022, through December 21, 2023, the Authority proceeded as though the Contract remained in effect and the Contractor continued to provide the goods or services pursuant to the terms and conditions of the Contract, and the Contract is hereby deemed ratified for that period; and,

WHEREAS, on January 23, 2024, RBHA executed Contract Renewal 001 to renew the contract from March 2, 2022, to March 1, 2024; and,

WHEREAS RBHA continues to need the services and the Contractor desires to provide the services and one (1) renewal option remains.

NOW, THEREFORE, this Contract Renewal 002 is entered into pursuant to Section 1.A, paragraph 2, Term, of VCU Cooperative Contract 8588933CH2 as follows:

- A. RBHA hereby exercises Option 3 to renew the Contract term for a period of one year, from March 2, 2024, to March 1, 2025.
- B. Renewal of this Contract is not an order for goods or services, which will only be accepted if and when ordered by RBHA.

Except for the changes provided herein, all other terms and conditions of this Contract remain unchanged and in full force and effect.

National Security & Door Corporation

By Scott Childress
Scott Childress
President

02/02/2024
Date

Richmond Behavioral Health Authority

By: _____
Susan Hoover, LCSW
Acting Chief Executive Officer

Date



COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES & SUPPLY (DPS)
1111 East Broad Street, Richmond, Virginia 23219

MODIFICATION #3
TO
CONTRACT NUMBER CTR005660
FORMERLY CONTRACT NUMBER E194-90437
BETWEEN THE
COMMONWEALTH OF VIRGINIA
AND
NATIONAL SECURITY AND DOOR

This MODIFICATION #3 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth," and National Security and Door., a Virginia corporation, hereinafter referred to as the "Contractor" or "National Security and Door", relating to the modification of Contract CTR005660 effective April 1, 2021 as amended, hereinafter referred to as the "Contract" or "Agreement." This Modification is hereby incorporated into and made an integral part of the Agreement.

The purpose of this modification is to document both parties' agreement to A.) Renew the Contract, B.) Revise Modified General Terms and Conditions: Vendor's Manual and Default, C.) Revise General Term and Condition eVA Business-To-Government Vendor Registration, Contracts, and Orders. All changes are effective upon full execution of this document, unless otherwise noted, and shall be included in any subsequent modifications.

A. Reference: Contract CTR005660, "Renewal of Contract."
Both parties hereby agree to renew the Contract, with no changes, for an additional one (1) year period, beginning April 1, 2024 through March 31, 2025, with 1, one-year renewal remaining.

B. Reference: Contract CTR005660, "Vendor's Manual" and "Default",

VENDORS MANUAL: This contract is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The process for filing a complaint about this solicitation is in section 7.13 of the *Vendors Manual*. (Note section 7.13 does not apply to protests of awards or formal contractual claims.) The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at eva.virginia.gov under "I Sell To Virginia".

DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth may terminate this agreement after verbal or written notice without penalty. Upon termination the Commonwealth may procure the goods or services contracted for from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

C. Reference: Contract CTR005660, "eVA Business-To-Government Vendor Registration, Contracts, and Orders."

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS AND ORDERS: The eVA Internet electronic procurement solution, web site portal eva.virginia.gov streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors

ATTACHMENT F

VMI CONTRACTOR / VENDOR STANDARDS OF CONDUCT

The contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and are not engaging in any destructive or criminal activity.

Foul language of any kind will not be tolerated. Engaging in verbal or physical behavior that causes distress to cadets, faculty, staff and/or employees will result in immediate removal from the job site.

All employees of the contractor and subcontractors shall wear uniforms or other appropriate Institute approved attire at all times to designate their affiliation with the contractor.

Brandishing a firearm, whether threatening or non-threatening, will result in immediate removal from the job site.

Contractor's employees who appear to be under the influence of alcohol or other substance shall not be permitted on VMI property.

Contractor's employees shall not use VMI owned equipment without the distinct permission of the Director of Physical Plant or Director of Construction or their designees. This equipment includes but is not limited to telephones and computers, hand tools and operable equipment.

The contractor is also responsible for insuring that its employees do not disturb papers on desks, or open desk drawers, cabinets or briefcases, or use the Institute equipment and the like, except as authorized in the preceding paragraph.

Smoking is not permitted on Post or at other VMI owned property except in **designated areas** as indicated by **General Order 45**. Tobacco use in VMI-owned or leased buildings, covered walkways, temporary enclosed structures, trailers, and tents as well as structures placed on state-owned property by contractors or vendors is prohibited. Tobacco use in VMI provided vehicles is prohibited. Outside smoking or tobacco use will not be permitted within 50 feet of building entrances or exits. Smoking will not be permitted in outside areas identified as hazardous areas.

Agreed to by:	<u>Scott Childress</u>	SIGNATURE
	<u>Scott Childress</u>	PRINTED NAME
	<u>NATIONAL Security * Door Corp</u>	COMPANY
	<u>11/18/24</u>	DATE

TRADE CONSIDERATION

RFP# V211-24-023-1

Contractor Pool for Non-Capital Construction, Renovation and Repair Services for projects valued at less than \$50k

Check all trades for which your firm is proposing:

TRADE:	CHECK ALL THAT APPLY FOR CONSIDERATION
General Construction	
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	
Concrete Work	
Demolition	
Disaster Recovery	
Dry Wall Installation/Finishing	
Electrical	
Excavation/Grading	
Exterior Waterproofing	
Fencing	
Flooring Installation/Refinishing	
Guttering	
HVAC	
Insulation services	
Masonry	
Mechanical	
Metal Fabrication	
Mold Remediation	
Painting	
Plumbing	
Roofing	
Solar Panels	
Tile and Grout Work	
Water Mitigation	
Welding	
Window & Door Repair/Replacement	✓
OTHER: (Describe)	SEE ADDITIONAL SERVICES OFFERED