Expression of Interest

Satellite Buildings Security Systems Upgrades Project

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STATEMENT OF QUALIFICATIONS

Appalachian Signals and Products goal is to provide cutting edge technology with old fashioned principles to each customer. We develop relationships with our customers and gain their trust with our professional knowledge and a combined 300 years of company experience. ASAP has performed thousands of walkthroughs and custom design build projects from one small business location to Hospital Networks with multiple locations.

ASAP has installed Access Control, Security, CCTV Systems, and Paging/Intercom Systems since its inception in 2001 with a team of technicians that install and service low voltage systems throughout the state of West Virginia. ASAP's technicians have low voltage licenses or Journeymen Electrician licenses. Both certify that our technicians are legally licensed by the state of West Virginia to install low voltage systems. ASAP has a certified Hanwha Product Technician, over 10 certified Galaxy Access Control Technicians, Bosch Security Alarm System Certifications, Milestone Design Engineer, Milestone Integration Technician certification, and Telecor technician. All ASAP technicians have direct installation and programming experience with Access Control, Security Systems, CCTV Systems, Intercom/Paging Systems, and Fire Alarm System installation and service. In 2023, ASAP completed over 95 Access Control System Projects, over 30 Camera System Projects, over 20 Security System Projects with a combination of installation and parts and smarts projects. We also provide in house technical support to our customers.

PAST PROJECT PERFORMANCE

LOCATION: Franklin, WV

PROJECT MANAGER: Adam Jarrell adam@asapwv.com

TYPE OF PROJECT: Security Alarm, Access Control, Intercom, and Camera System

GOALS / OBJECTIVES / COMPLETION: Goals were to upgrade/improve the existing Intercom, Access Control, and Camera System. ASAP upgraded the Intercom System at the 4 schools in the County and tied the systems to the Board of Education for communication improvement in case of an emergency.   We added several access control doors at two of the schools to increase security and accessibility for the staff managing those doors. We replaced the Security System in one school to a more user-friendly system that they utilize in several other schools in the county. We upgraded and added to the cameras with Hanwha Wisenet at all 4 schools then tied them all back to the Board of Education's Milestone Video Management System. ASAP assigned 2-4 technicians per site to complete the projects efficiently and accurately.

LOCATION: West Virginia University Children's Hospital, Morgantown, WV

PROJECT MANAGER: Dennis Carney dennis@asapwv.com

TYPE OF PROJECT: Access Control, Paging, and Security Alarm Systems / Integration

GOALS / OBJECTIVES / COMPLETION: Reference Objective 4

PROJECT REFERENCES

Scott Burns, WVUM Project Manager for Planning Design and Construction

J.P. Mowery, Pendleton County Schools Business Manager/Treasurer

Kenny Chestnut, CASCI Manager Facilities Operation

Bonnie Sands, Calhoun County Schools Director of Technology

NOTE: Contact information to be provided upon request

OBJECTIVE 1

Appalachian Signals and Products begins any security system assessment with what ASAP considers the most important thing, which is the customer or end user's concerns, wants and needs. When assessing an existing system, we would want to work directly with the customer or their design group to acquire their considered needs. We would discuss areas they feel have been neglected and need to be addressed now.

After an in-depth discussion of concerns, wants, and needs, we would move to an onsite review and perform an extensive walkthrough of the facility(ies) while continuing the discussion of expectations of the system. If there is an existing system, we will provide examples of ways to enhance existing infrastructure and ways to make those enhancements in the most cost-effective manner.

ASAP will utilize a camera location software that provides the customer with Google Earth images of the facility showing exterior camera location and their field of view. ASAP can also aid by bringing in manufacturers to assist with more intricate hardware issues that we see on card access installations. This assists us in providing the latest available technology while being able to retrofit existing devices. Demo systems are also available for hands on review.

OBJECTIVE 2

One of ASAP's most memorable projects, utilized by two of our Vendors for Healthcare Case Studies (see enclosed documentation), was Highland-Clarksburg Hospital. This was a full

spectrum remodel of the facility and security systems. This type of hospital made this security system even more essential as a design-build system.

ASAP has become an integral part of the West Virginia University Medicine System Group with security systems over the past twenty years. We are involved in all Projects out of the Morgantown Campus, including the design and construction phases of the WVUM Children's Hospital and WVUM Heart and Vascular Facilities (SET), both locations being ten story towers. We are also becoming involved in the satellite WVUM Hospitals has throughout West Virginia, Ohio, Pennsylvania, and Maryland. This involved working with the hospitals design team to ensure safety and security needs were met with minimal change orders.

OBJECTIVE 3

The Highland project design team incorporated multiple team members from Highland and other trades. This was a fast-track project and parts of the facility were not going to be occupied so we also worked closely with the Authority Having Jurisdiction to facilitate the fire alarm system for the unoccupied areas. The planning for all cabling was very extensive and difficult due to the secured ceiling grid and the inability to have any hardware exposed for the safety of the patients. The System's Manufacturer's made site visits and attended meetings to ensure the most appropriate and beneficial equipment to our customer and their patients.

When designing and planning for future implementation of systems, ASAP looks for and offers the ability to replace the existing system in ways that allows the customer to continue to use the existing system while installing the new. When WVUM began the conversion from their old

access control system to Galaxy Access Control, ASAP was able to accomplish this task. This was a large project over several years of planning with WVUM Security and involvement with over 10 locations being converted. It took engagement and planning with each facility team to convert to the Galaxy System without disrupting the existing system and maintaining the safety provided by access control systems. As of date, over 1600 access control points have been installed in the WVUM system.

OBJECTIVE 4

The Security Systems ASAP recommends are commercial grade that require technical training for programming of the systems software. Although mentioned before, an experienced Security Solution Firm, such as ASAP, is able to coordinate exclusively with the manufacturer for individualized experience. Our systems are also able to integrate into other systems providing a full spectrum security system connectivity. ASAP prides itself in offering USA made Galaxy Access Control Systems, and NDAA Compliant Milestone Video Management System and Hanwha Wisenet Cameras.

The Highland Project involved Galaxy Access Control with lock hardware, Bosch cameras, Bosch Security System, Area of Rescue, Fire Alarm System, and Elpas Patient Wander System. The Elpas System was a cutting-edge technology used to track the patients and be integrated into the Galaxy Access Control to automatically lock the doors when a Elpas Patient Band was near. By integrating the Elpas Patient Wander System with the Galaxy Access Control System, a staff member's credentials could connect to an Elpas Patient Band and allow them to take the patient

through the facility or elevators without automatic door locking. Thermometers in medicine cabinets are also tied into the Elpas System for monitoring critical temperature storage.

The WVUM Children's Hospital and WVUM Heart and Vascular Facilities (SET) Projects included Galaxy Access Control, Telecor IP Based Emergency Paging, and Bosch Security System Alarm. All these systems were integrated into existing Hospital Systems providing Paging, Access Control, Alarm Security, Panic Alarm, Lock Down (Integration to Cuddles Aset and Child Abduction), Elevator Control, Fire Alarm, Electrified Door Hardware, and ADA Operators. Other systems we provide to WVUM include Milestone Video Management System and Hanwha Wisenet Cameras.

REFERENCES OF SECURITY SYSTEMS IN WEST VIRGINIA COMMERCIAL BUSINESSES, HOSPITALS, AND K-12 SCHOOLS

- West Virginia University Hospital and Satellite Facilities
  - Milestone Video Management System, Cameras, Galaxy Access Control, and IP Telecor Paging, Bosch Security Alarm System
- Highland Hospital, Clarksburg, WV
  - Galaxy Access Control, Bosch Security Alarm System, Bosch cameras, Elpas Patient Wandering System
- Mingo / Hardy / Putnam County Schools
  - Galaxy Access Control, Telecor Intercom System
- Calhoun County Schools
  - Hanwha Wisenet cameras, Galaxy Access Control, IP Telecor Intercom System
- CASCI, Charleston, WV
  - Milestone Video Management System, cameras, Galaxy Access Control, Bosch Security Alarm System
- Pendleton County High School
  - Milestone Video Management System, Hanwha Wisenet cameras, Galaxy Access Control, Telecor Intercom System, Bosch Security Alarm System
- Jackson General Hospital
  - Milestone Video Management System, Cameras, Galaxy Access Control, and IP Telecor Paging, Bosch Security Alarm System
- Multiple WVARNG facilities throughout West Virginia
  - Cameras and Galaxy Access Control

Special Needs Hospital Secured Inside, and Out

A psychiatric care center in West Virginia receives an advanced video surveillance solution, among other security and life-safety systems, to ensure the well-being of patients, staff and the community. Find out how a local security provider met multiple project challenges and a demanding completion date. *By Rodney Bosch*

Located in Clarksburg, W.Va., the Highland-Clarksburg Hospital is a 150-bed behavioral psychiatric center that provides care to the criminally insane, as well as dual diagnosis substance abuse patients, children and adolescents, and intellectually disabled persons. The center celebrated a ribbon-cutting ceremony in May following the $35 million renovation of a former hospital building.

Because Highland-Clarksburg Hospital houses forensic patients and others who are considered a potential risk to themselves and staff members, the facility had to be fortified with construction materials specifically designed for a psychiatric center. Among the special implements are high impact-resistant drywall, special security light fixtures, interlocking metal ceiling panels and security plumbing fixtures. Also paramount to hospital administrators and the surrounding community was that the five-floor building be equipped with state-of-the-art security systems.

A family-owned security company with a stellar track record for quality control and customer service got the call to provide all of the low-voltage work. This included an access control system,

a patient tracking system, overhead paging, a fire alarm upgrade, and the centerpiece, an IP-based, high-definition video surveillance solution. Laboring under an aggressive construction schedule, the security company's technicians carried out their work in coordinated fashion among several other trades.

Read on to learn about the unique challenges they faced and how the systems they provided exceeded the end user's expectations. Plus, a sidebar offers tips for gaining health-care business.

REPUTATION IS PROVIDER'S EDGE

The founding of Highland-Clarksburg Hospital began in 2010 when United Hospital Center donated its 21-acre, 415,000-square-foot facility after vacating the building for a newly built structure. In the wake of much politicking to gain approval for the psychiatric center and after financing was secured, a ceremonial "Renovate, Celebrate, Wall Smashing" party was finally held in January 2013. Attended by Gov. Earl Ray Tomblin, among other state, county and local dignitaries, hospital officials let it be known the renovation would be fast tracked. Soon more than 100 workers were onsite on any given day; the general contractor described the breakneck reconstruction as "managed chaos."

Among the working crews were technicians from Appalachian Signals and Products Inc. (A.S.A.P.), a residential and commercial security provider based in Winfield, W.Va. How the company came to be selected for the job might be described as fortuitous if not for the fact it was essentially earned based on a strong reputation with the project's electrical contractor, M&L Electric.

"The job was never bid out. It was a design-build project that

PSYCHIATRIC CARE FACILITY SOLUTION

came straight to us," says A.S.A.P. Co-owner Renay Jarrell. "We had a relationship with M&L Electric. They came to us and said, 'We have an unusual situation. We'd like to talk to you.'"

In this case, "unusual" partly referenced the added unique rigors of designing and installing security systems for a psychiatric center, the expedited construction schedule and the heightened profile the project garnered with area residents. "Because this is a rather large facility, and because they have several floors that are housing the criminally insane, security was of utmost importance to the community as well as the facility," Jarrell says.

Once M&L Electric brought A.S.A.P. to the table, company principals met with Mike Casdorph, Highland-Clarksburg Hospital's director of facility development and construction, to deliberate design plans and other facets of the project. Casdorph made the final decision to go forward with A.S.A.P.'s security plans.

"I had experience with anoth-

COMBINING OLD FASHIONED PRINCIPLES WITH CUTTING EDGE TECHNOLOGY

(top) Mike Casdorph, Highland-Clarksburg Hospital's director of facility development and construction, sits in the security operations center. Camera feeds from the hospital's 200 high definition cameras are centrally monitored 24/7 by staff security personnel.

(bottom) Appalachian Signals and Products of Winfield, W.Va., was established by Renay and Randy Jarrell in 2000. Their son Adam Jarrell (*left*) serves as operations manager of the company.

sense to bring it all back to network closets," says Randy Jarrell.

A.S.A.P. designed a solution using cameras, storage and video management software from Bosch Security Systems. To enhance the level of safety at the center, a separate network was deployed specifically to handle video surveillance and all other physical and electronic security needs.

The video system, which will scale in size in the coming years, includes NIN-733 Flexidome Starlight HD 720p models for the interior. The cameras are mounted in the pharmacy area, in hallways, on the interior and exterior of entranceways, as well as at elevator access points and in other non-private areas. With high sensitivity, the cameras allow for round-the-clock monitoring, even when lights are turned off to conserve energy in areas not actively being used. VG5-7000 Series pan/tilt/zoom (p/t/z) cameras provide coverage of external areas and parking lots. These cameras are actively monitored after hours to keep tabs

er company that I had some issues with. The interview with A.S.A.P. was good; I went with them and I would do it again," he says. "They did a good job on the layout and were always responsive to my questions."

Hyper attention to a customer's needs along with an emphasis on honesty and integrity are hallmarks of the company, says Jarrell, who established A.S.A.P. with her husband Randy Jarrell in 2000. Their son Adam Jarrell serves as operations manager.

"We are a small family business. In West Virginia, reputation is everything. This was a very large job that came to us based on our reputation. I can't stress that enough; reputation means a lot."

PATIENT SAFETY GUIDES CCTV DESIGN

One of the first orders of business to decide in securing the facility was whether to go with an analog-based video surveillance solution or IP. Plans called for roughly 200 cameras to be mounted throughout the center's interior as well as several exterior deployments. In the end, the analog vs. IP decision was an easy one to make based on a cost analysis and consideration for the project's deadline.

"With this number of cameras going from floor to floor, the size of the conduit that would have been required if we'd gone with standard analog with a Siamese cable, and just the sheer struggle getting that cabling through the hospital, it just made

on vehicles and pedestrian traffic in parking lots.

A.S.A.P. provided the electrical contractor with drawings that detailed end-to-end cabling. Fiber for the cameras was run between floors to PoE switches that have been housed in strategically placed network closets. A gaffe in the cabling drawings — especially in a secure ceiling area — was not an option.

"We needed to make sure we had the necessary cabling because once that secure ceiling went up it would have been a real challenge to go back and remove it to pull more cables," Randy Jarrell says.

The fortified ceiling is necessary to prevent patients from removing ceiling tiles to attempt escape or conceal contraband. In fact, all electrical fixtures or anything else within reach of hospital residents had to be protected by tamperproof security screws or other means. This safety concern especially affected camera mounts; only dome-type models were allowed in the psychiatric center. A.S.A.P. was not permitted to use any sort of mounting hardware that would protrude from a wall or ceiling.

"It required a different level of hardware and several considerations as far as camera location," Randy Jarrell says. "Devices had to be installed in such a way that patients could not conceal them with articles of clothing or could not wrap anything around them [to prevent a suicide attempt by hanging]."

PSYCHIATRIC CARE FACILITY SOLUTION

HD VIDEO CENTRALLY MONITORED

The VMS from Bosch provides intuitive monitoring of live video in the security operations room and at 10 nurses' stations located on the patient floors.

The security office — staffed by guards who monitor video around the clock — is outfitted with four 50-inch monitors and a pair of 32 inchers. Nurses on each patient floor have access only to the 15-20 cameras installed in their respective units. Video is recorded onto nine iSCSI-based DLA Series disk array appliances and stored for approximately 25 days.

"Whenever patients are in nonprivate areas, such as classrooms or activity rooms, a staff member is present," says Casdorph. "The nurses on the floor are able to monitor these areas from the nurses' station in case there are any issues that occur. This helps to improve patient and staff safety."

Highland-Clarksburg Hospital's renovation included new elevators, which made A.S.A.P.'s required use of a corner wedge camera in each car much easier. Because newer elevators are designed with the anticipation of surveillance camera deployment, the company utilized UTP wiring along with converters for each camera.

"Because the forensic patients are also going from floor to floor [under supervision], they need to monitor the elevators as well," Renay Jarrell says.

Future plans for the surveillance system include the use of intelligent video analysis to proactively alert staff to potential risks. "I am very pleased with Bosch and all of the contractors responsible for the installation," Casdorph says. "The system adds another set of eyes for the monitoring of patient and staff safety."

A.S.A.P. PROVIDES MULTIPLE SYSTEMS

For the various work performed by A.S.A.P. throughout the initial phase of the renovation, the company staffed anywhere from two to seven technicians. Their work included upgrading the fire alarm with a Siemens networked panel, as well as overhauling the 30-year-old structure's sprinkler system. Additionally, an overhead paging system was installed by the company.

The safety of staff and patients was further enhanced with an access control system by Galaxy. The proximity card system is supplemented with an additional layer of protection that requires users to input a five-digit PIN to identify who is moving through the facility and to ensure hospital policy.

A patient tracking system was also installed by A.S.A.P. Forensic patients are issued wristbands, which are equipped with an RFID tag. Transponders located in the ceilings monitor the locations of the tags and produce graphical images of the floors

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SELLING INTO THE HEALTH-CARE MARKET
By Matt Thomas

Selling to health-care providers isn't really that different from selling into any other vertical market with a few exceptions.

There is a wide range of application types that fit into the health-care category — from clinics to community hospitals, doctor's offices and psychiatric care facilities. The requirements of the facility are often dependent on the type of services it provides. One that specializes in care for psychiatric patients is going to require a significantly higher level of security than a medical building housing multiple doctors' offices.

In addition, each type of facility may have two different goals for its security system: protecting people and protecting property. The safety of staff and patients alike can be vulnerable in places like birthing and pediatric units, mental health areas, emergency rooms and parking lots. At the same time, it is important to protect property in areas like pharmacies, medical record storage units, laboratories, IT departments and payment locations.

Requirements may also be defined by the state or influenced by regulations. These include the federal Health Insurance Portability and Accountability Act (HIPAA) of 1996 and its privacy, security and patient safety rules, or the Joint Commission on Accreditation of Healthcare Organizations (JCAHO), which accredits and certifies health-care organizations.

If your prospective customer is a new health-care facility, it is likely the system you install will need to pass an audit for compliance of video camera coverage or access control. If an audit is not passed, the facility cannot open on time. So it is important to ensure you fully understand any regulations the facility must meet prior to designing the security system.

In general, video surveillance and access control systems tend to be the highest sought-after security technologies in health-care facilities. And often, there is a need to integrate the two systems. Take the time to verify the systems you are implementing can be integrated in the future, even if the customer does not immediately require this capability.

Matt Thomas is General Manager of New/Era Sales Inc., a manufacturers' representative for Bosch Security Systems' video products in Indiana, Kentucky, West Virginia and Western Ohio. He can be reached at mthomas@newerarep.com.

PSYCHIATRIC CARE FACILITY SOLUTION

to track patient movement. Such a solution was imperative to help allay concerns some community members expressed about having forensic patients boarded so close to residential neighborhoods.

"Highland Hospital came to us and we worked out what type of system was available," says Randy Jarrell. "They held meetings with the community and explained this is what we are proposing to give them a clear understanding of the available technology."

Among the integrations between the security systems, access control is tied to the patient tracking system. Here, doors will lock whenever a forensic patient challenges an entrance. Input/output connection for video allows for integration as well.

One of the larger challenges A.S.A.P. encountered was interfacing the access control system with the elevators. The difficulty was allocating elevator cars to certain staff members

About 200 Bosch cameras are installed throughout Highland-Clarksburg Hospital. NIN-733 Flex-idome Starlight HD 720p models were used for the interior. VG5-7000 series pan/tilt/zoom (p/t/z) cameras provide coverage of external areas and parking lots.

during certain hours of the day. "That was probably the biggest integration headache we had was with elevator control," Randy Jarrell says.

The challenge, he explains, is elevator companies aren't necessarily focused on meeting physical security concerns. You push a button and the car comes to your floor. You push a button and you go to another floor.

"That is the elevator company's mindset. I don't think they have gotten themselves acclimated to access control and security needs. They are getting there; the demand was put on them for security that they weren't prepared to meet," he says.

To ensure a forensic patient never gains control of an elevator, card readers are strategically placed and strictly controlled by access rights. For example, nurses come on shift and go to their assigned floor. If they are escorting a forensic patient, both the patient-tracking system reader and the access control badge have to marry in order to unlock an elevator door without setting off an alarm.

"The nurse will be able to get into that elevator with the patient but only go to certain areas," Renay Jarrell explains. "The elevator will only open at a certain place. It takes a massive amount of programming to allow staff members to move about and maintain that higher level of security."

A.S.A.P. began its multidiscipline work at the hospital in January 2013, completing all of its tasks to bring the systems online and ahead of the project's completion date. By August last year the facility was admitting its first patients to the 35-bed child and adolescent unit. Other areas that still await patients are nonetheless secured and being monitored to prevent any security breaches. With A.S.A.P.'s work ongoing at the hospital as the renovation expands, Renay Jarrell is introspective about the greater good of the project in the community.

"It is extremely impressive to see the work already completed there and realize, as a mom, there are little kids in there," she says. "These people are doing a fine job getting these patients the help they need and secure them for the community." **SSI**

Highland-Clarksburg Hospital enhances safety with video surveillance

BOSCH
Invented for life

Industry:
Healthcare

End User:
Highland-Clarksburg Hospital

The Highland-Clarksburg Hospital opened its doors for operation on August 19, 2013. The 150-bed facility began admitting patients in its 35-bed child adolescent unit, and the remaining 115 adult beds are scheduled to open in January 2014. The hospital provides intensive psychiatric/mental health inpatient services for adults, adolescents, and children. Services provided are guided by a master treatment plan implemented by an interdisciplinary team of mental health professionals.

Business Objective:
During building renovation prior to opening, the hospital looked to install a video surveillance system that would help the location's staff and security officers monitor public areas within the hospital as well as around the exterior. Hospital personnel sought a system that would provide detailed surveillance images to give operators the information they need to help ensure the safety of staff working and patients admitted at the facility.

Solution:
For the system hospital staff turned to Appalachian Signals & Products, Inc. (ASAP), a family-owned and operated business with more than 12 years of experience building security systems and relationships with customers in West Virginia.

Now, more than 240 HD IP cameras are installed throughout many sections of the interior and exterior of the hospital. FLEXIDOME starlight HD 720p VR cameras are mounted in the pharmacy area, in hallways, on the interior and exterior of entranceways, as well as at elevator access points and in other non-private areas. With high sensitivity, the cameras allow for round-the-clock monitoring, even when lights are turned off to conserve energy in areas not actively being used at the time. The cameras deliver crisp images in well-lit locations as well as in areas with low ambient light. In outdoor locations, AUTODOME 7000 HD pan-tilt-zoom (PTZ) cameras provide coverage of external areas and parking lots. These cameras are actively monitored outside main hospital hours to keep a close eye on vehicle and pedestrian traffic in the parking lots.

"The clarity of the high definition PTZ cameras on the exterior of the building is phenomenal," said Mike Casdorph, Director of Facility Development and Construction, Highland-Clarksburg Hospital. "We don't lose any clarity at all when zoomed in."

Highland-Clarksburg Hospital uses HD video surveillance for safety monitoring.

In the central security room and at nurses' stations on each patient floor, the Video Management System from Bosch provides intuitive monitoring of live video. To make the system easy to manage, nurses on each patient floor have access only to the 15-20 cameras installed in their respective units.

Video is recorded on iSCSI IP Video Storage Appliances and stored for approximately 30 days.

Result:
High definition video gives Highland-Clarksburg Hospital staff the clarity and image quality they need for monitoring activities at the facility.

"Whenever patients are in non-private areas, such as classrooms or activity rooms, a staff member is present. The nurses on the floor are able to monitor these areas from the nurses' station in case there are any issues that occur. This helps to improve patient and staff safety," said Casdorph.

"The system is easy to use, and we're learning more and more capabilities every day," he continued.

Future plans include the use of Intelligent Video Analysis to proactively alert staff to potential risks and video integration with the building's access control solution.

Installed by:
Appalachian Signals & Products, Inc.
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Bosch Security Systems, Inc.
130 Perinton Parkway
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Galaxy Control Systems Protects Patients and Staff at Psychiatric Hospital

Customer

Highland-Clarksburg Hospital is a 150-bed behavioral psychiatric center located in Clarksburg, WV. Its patients include forensics patients (deemed unfit to stand trial and/or non-restorable), dual-diagnosis substance abuse patients, children and adolescents and intellectually challenged individuals. The facility occupies a recently renovated 415,000-square-foot former critical care hospital building, donated in 2010 by United Hospital Center after it moved to a new facility.

Challenge

In addition to structural upgrades to the building during renovations, Highland-Clarksburg Hospital also required a state-of-the-art security system that would protect the hospital's patients and staff as well as the surrounding community. The fast-tracked security system was to include access control, patient tracking, overhead paging, fire alarm upgrades and HD video surveillance systems, and have integration capabilities.

Along with securing the exterior doors at Highland-Clarksburg Hospital, the plan called for interior doors on three floors that housed patients to be secured as well. Because of the nature of the facility, it was determined that a two-step process was needed to help ensure security and employee safety. Extra security measures were also needed for managed elevator usage – a challenge exacerbated by the fact that elevator manufacturers typically do not focus on physical security concerns.

Galaxy Control Systems Solution

Appalachian Signals and Products Inc. (ASAP) of Winfield, WV was tapped to perform the installation and their go-to choice for the IP access control system was System Galaxy.

ASAP had used Galaxy's systems since 2002, and had used the company's products exclusively for more than nine years. The high performance delivered by Galaxy systems, along with their low maintenance requirements and integration capabilities, were the primary reasons for ASAP loyalty as a Galaxy customer.

> "The structure, the equipment and the ability to keep it running without a whole lot of hands-on work were the other reasons we chose Galaxy's products."
> - Dennis Carney,
> Lead Integrator for ASAP

To meet the requirement for a two-step security procedure on interior doors, the Galaxy system was supplemented with an additional layer of protection requiring users to input a five-digit

PIN to identify who is accessing what areas of the facility and to ensure adherence to established hospital policies and procedures. With the new system, all interior doors in the patient care areas are locked and can only be opened with the swipe of the badge and the inputting of the unique pin number by the staff. This additional layer of security means that even if a badge is misplaced or stolen, it still can't be used to move through the facility as the person would still need the PIN.

The integrated Galaxy system is also used for all of the elevators. A card swipe and pin is required to call an elevator to a floor and once inside the elevator, a card swipe and PIN is again required to move between floors. To resolve the issue of managed elevator usage that allocated elevator cars to certain staff members at certain times of the day, ASAP installed card readers strategically and took advantage of the integration between the access control and patient tracking systems to protect the card readers with stringent access control rights. If a hospital staff member is escorting a high-risk patient, elevator doors cannot be unlocked

without setting off an alarm unless both the patient-tracking reader and access control badge are married.

The integrated Galaxy access control system and patient-tracking system was also installed in the higher-security areas to allow entrance to another door or an elevator. Unoccupied areas of the hospital also have door mechanisms to lock out unauthorized individuals.

In total, ASAP installed 208 readers, 24 power supplies and 20 Galaxy controllers throughout the facility.

"The IP protocol of the Galaxy System readers has worked out well, and we've had very few issues on-site to date," says Dennis Carney, lead integrator for ASAP. "The structure, the equipment and the ability to keep it running without a whole lot of hands-on work were the other reasons we chose Galaxy's products."
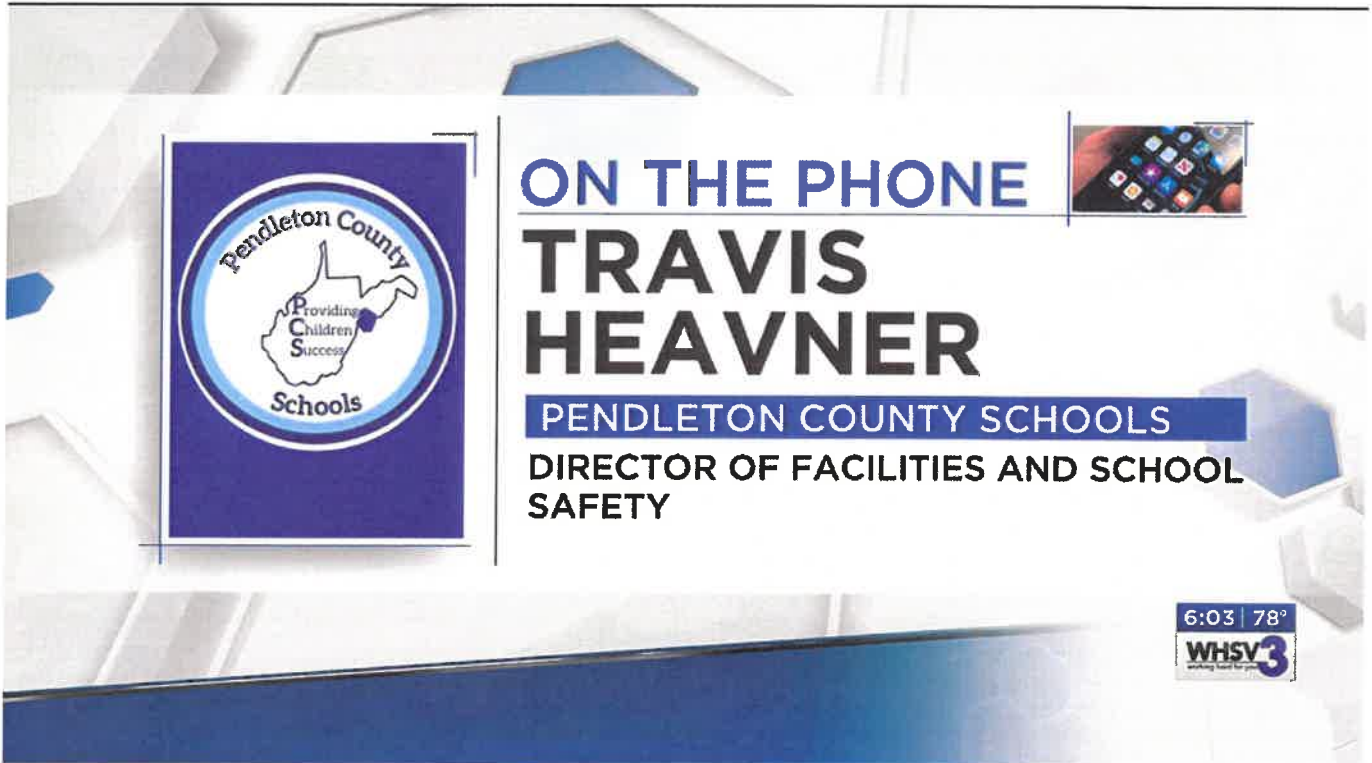

Mike Casdorph, President and CEO of Highland-Clarksburg Hospital who directed and oversaw construction for the project, added, "The project was fast tracked as we wanted to get portions of the facility open and ready to accept patients. I can't say enough about the Contractors and ASAP as they all went above and beyond to meet our schedules. I am very impressed with the Galaxy system and the installation and service provided by ASAP. They are always available to assist if we have a problem.

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Grant-funded security improvements in place in Pendleton County Schools

By Colby Johnson
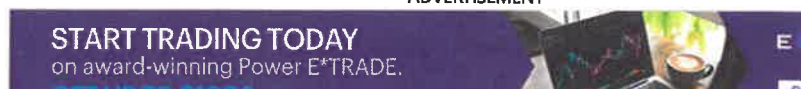Published: May. 23, 2024 at 6:38 PM EDT
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FRANKLIN, Wv. (WHSV) - Pendleton County Schools now have some improved safety and security measures in place. Back in 2022, the school division received a $500,000 grant from the U.S. Department of Justice's COPS Office's School Violence Prevention Program.

The grant funding was used on three separate security measures.

"We looked at some areas where we were a little bit weaker and things that our principals had mentioned to us. There were some places in their buildings where there were blind spots on the perimeter and stuff like that, so those were some of the things we wanted to take care of," said Travis Heavner, Director of Facilities and School Safety for Pendleton County Schools.

One way the grant funding was used was to upgrade school security cameras and add new cameras in previous blind spots.

we want our principal or our secretary to be up-front with the knowledge of what's going on to give teachers the best opportunity to make decisions with their kids," said Heavner.

The grant funding was also used to improve or change access controls on classroom and exterior doors to bring all schools onto the same security system. The new access controls were in place at the beginning of the school year.

The school division then used its own funding to add ID badges for all staff members to swipe in and out of school buildings.

"In case of an evacuation or something like that where they're having to leave really quickly, staff can be recognized very quickly by their ID badges with their picture on them," said Heavner. "Our police force is kind of small here. You'd probably have a lot of people from outside the area come in, and they're not going to know every single person that comes out of the building, so that access control and the ID badges are an important piece."

Finally, the school division installed an emergency alert system that connects all schools and buildings. It was just brought online last month and allows for messages to broadcast over speakers and text throughout the schools.

"The principal, or someone who is within the office, can put the school message out on that system. It will go out over the loudspeakers, but it will also go across the clocks, so there is a station in each building located in the office," said Heavner. "We also have the capability here at the board office as well to put a school on evacuation or a lockdown or severe weather. There is also one for a security threat just in case there is something going on in the community and we need to get that message out quickly."

The emergency alert system also gives schools the ability to send text alerts to parents and allows for push alerts to be sent to school staff.

"There are several of us here at the board office that monitor the county radios. So, if we know something is going on in the community, we can get that information to schools pretty quickly without making a phone call," said Heavner.

Heavner said that the improvements are making schools more safe and the school division is still looking at making additional school safety improvements.

"We want to try to keep our staff and students as safe as possible. We want our school campuses to be as secure as possible and we do a lot of training throughout the year to prepare our staff and students," he said.

WV Electrical License

Employee Name	Type of License
A. Jarrell	Low Voltage
S. Wood	Low Voltage
M.White	Low Voltage
R. Jarrell	Journeyman
T. Childers	Low Voltage
S. Gray	Journeyman
D. Carney	Low Voltage
J. Blankenship	Low Voltage
E. Sprout	Low Voltage
J. Collier	Low Voltage
N. Caudill	Journeyman

Certification Diploma

Tom McVey
Milestone Certified Design Engineer

milestone

milestone

CERTIFIED
DESIGN
ENGINEER

Date: November 13, 2023

Evan Stuckless

Evan Stuckless
Director, Learning & Performance

The certificate is personal and valid 2 years from the date of issue.

Certification Diploma

Tom McVey
Milestone Certified Integration Technician

Date: November 14, 2023

milestone

CERTIFIED
INTEGRATION
TECHNICIAN

Evan Stuckless

Evan Stuckless
Director, Learning & Performance

The certificate is personal and valid 2 years from the date of issue.

Telecor Inc.

presents this certificate to

Derek Malone

Appalachian Signals & Products Inc.

on

September 29th, 2023

for successful completion of eSeries Training

Peter Jova,
President

CERTIFICATE OF COMPLETION

This certifies that

Kyler Smith

CERTIFICATE ID: ▮▮▮▮▮▮▮▮▮▮▮
COMPANY NAME: Appalachian Signals and Products

has attended and completed

System Galaxy Authorized Dealer Certification Training - Factory

Jeffrey Boyle
_____
Granted by

GALAXY
ACCESS CONTROL

Apr 21, 2023
_____
Date

CERTIFICATE OF COMPLETION

This certifies that

Zach White

CERTIFICATE ID: ▮▮▮▮▮▮▮▮▮▮▮
COMPANY NAME: Appalachian Signals and Products

has attended and completed

System Galaxy Authorized Dealer Certification Training - Factory

Jeffrey Boyle

Granted by

GALAXY
ACCESS CONTROL

Apr 21, 2023

Date

Wisenet eLearning Institute

Hanwha Techwin Product Technician

Certificate of Completion

Is hereby granted to:

matthew white

To certify that they have completed to satisfaction

December 29, 2021

Access Control Across the Industries: Government

GALAXY
CONTROL SYSTEMS

GOVERNMENT
SAFETY

ACCESS EXCELLENCE

Protect the Government to Focus on Services.

Galaxy Control Systems a leading manufacturer of high-quality integrated access control and security systems. Galaxy products are sold, installed, and serviced by a network of highly trained factory-certified access control and security dealers and integrators.

Why Galaxy Control Systems

Galaxy products are made in the USA. Galaxy offers an unique 2 year unconditional warranty which covers anything from lighting, floods, tornadoes, and earthquakes.

SG Enterprise Access Control

System Galaxy (SG) is an enterprise class access control and security management system. The system is network (LAN/WAN) capable, and integrates sub-systems including badging, CCTV, elevator control, key control, time & attendance, and facility management. System Galaxy can control and monitor multiple world-wide sites under a centralized database using existing network infrastructure. The System galaxy software uses and ODBC compliant database that can interface with other standardized databases.

US Government Compliant

- HSPD-12 & FIPS Compliant
- FICAM Approved APL #s 10083, 10097
- PIV, PIV-II, TWIC cards

Galaxy Authorized Government Dealers include a select number of qualified security integration companies that have a proven record of performance with Government clients worldwide, including DOD, DOJ, US Marine Corps, US Coast Guard, FBO, US Park Service, and many more.

GSA Schedule | GS-07F-0092M
GS-35F-0647Y

GSA Contract # GS-07F-0092M
Access Control System SIN # 246-35-1, 246-1000, 246-35-1
Ancillary Services & Installation SIN # 246-50
GSA Contract # GS-35F-0647Y
Hardware, Software, & Services SIN # 132-60F, 132-62, 132-8

Features

- Access Control
- CAC-Legacy, Transition, ENdpoint
- Risk Management Framework (RMF) *formerly DIACAP*
- Local or Remote Control
- Elevator Control
- Digital Video Recording
- CCTV
- Biometrics
- Photo Imaging/ Badging
- Facility Control
- Intrusion Detection
- Visitor Management
- Photo Verification
- Time & Attendance
- Facility Management
- LAN/WAN Connectivity
- Enterprise Class Solution
- Reports & Graphics
- MIFARE© Readers
- CAC Card Readers: Legacy, Transition, & Endpoint
- Proximity Readers
- Web Module

Want to learn more?
Visit our INDUSTRIES section of our website.

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galaxysys.com
**@galaxysys**

MADE IN USA

MADE IN MARYLAND

JUNE 2019 V1

GALAXY INTEGRATIONS:

ENTERPRISE SYSTEM MANAGEMENT

Galaxy's open architecture allows many different technologies to be integrated into one solution. The unified platform allows control of many systems from a single user interface or as the sole source of data to other systems. Our RESTful API and ODBC connection allows data to freely be shared between multiple system in the enterprise. Make the switch now and take advantage of these many benefits.
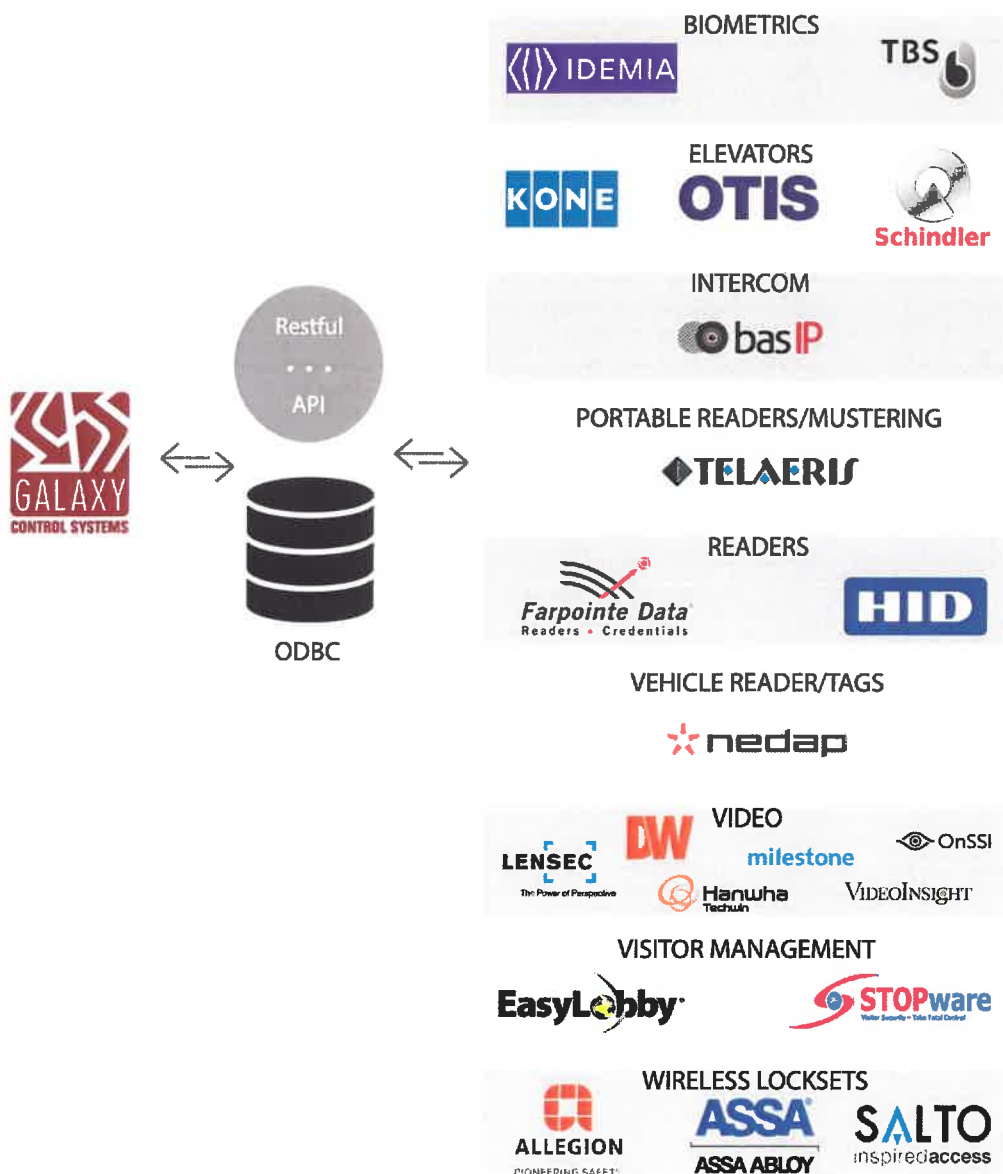
BENEFITS:
SINGLE SOURCE

- Make less mistakes by using one system
- Changes are reflected in all systems at once
- Monitor your system from one platform
- Save time by entering data one time
- One system reduces training

FEATURES

- On-premise
- Cloud
- Web or thick client
- ODBC
- API

Restful
API

ODBC

BIOMETRICS
IDEMIA   TBS

ELEVATORS
KONE   OTIS   Schindler

INTERCOM
bas IP

PORTABLE READERS/MUSTERING
TELAERIS

READERS
Farpointe Data
Readers • Credentials   HID

VEHICLE READER/TAGS
nedap

VIDEO
LENSEC   DW   milestone   OnSSI
The Power of Perspective   Hanwha Techwin   VIDEOINSIGHT

VISITOR MANAGEMENT
EasyLobby   STOPware

WIRELESS LOCKSETS
ALLEGION   ASSA   SALTO
PIONEERING SAFETY   ASSA ABLOY   inspiredaccess

May 14, 2024

RE: Appalachian Signals and Products

To Whom It May Concern:

This letter confirms that Appalachian Signals and Products, with an office at 5550 State Route 34, Winfield, WV 25213 USA, is a Channel Partner partner of Hanwha Vision professional video security and surveillance products. They are currently a Silver partner.

Thank you.

Thomas R. Cook

Executive Vice President of Sales & Operations, North America

Hanwha Vision

SILVER STEP PARTNER

THIS CERTIFICATE RECOGNIZES

APPALACHIAN SIGNALS AND PRODUCTS

As having achieved the status of
SILVER PARTNER
in the Hanwha Vision American
STEP Partner program

Thomas R. Cook
Executive Vice President of Sales & Operations
Hanwha Vision America

May 14, 2024

RE: Appalachian Signals and Products

To Whom It May Concern:

This letter confirms that Appalachian Signals and Products is a Hanwha Vision America Silver partner. Appalachian Signals and Products is qualified to sell, install, program and service Hanwha Vision products and we authorize that Appalachian Signals and Products has our full support in submitting a video surveillance system manufactured by us for a new project.

Details of Appalachian Signals and Products's partnership include:

Up to 5-year Extended Warranty on NVR's and IP camera purchases made after 3/1/17. All analog products, accessories and lenses are warrantied for 3 years.

An Advanced Replacement Program for Silver STEP partner for exchanges on all IP cameras and NVR's for three (3) years from the purchase date on products purchased after July 1st, 2023. One (1) year from the purchase date on products purchased between 2021 and July 1st, 2023 and six (6) months for products purchased. Our full warranty policy is outlined on our web page, hanwhavisionamerica.com, and included with all product documentation.

Hanwha Vision America looks forward to providing you with the best products and services in the security marketplace, and if there is anything that I can do for you, don't hesitate reach out to me.

Thank you.

Thomas R. Cook

Executive Vice President of Sales & Operations, North America

The Hanwha Vision Advantage

Proven technology. Unrivaled performance. Trusted partner.

◢ Our mission

To provide the most advanced solutions for securing people, property and data while delivering a superior customer experience through continuous innovation, unparalleled service and the highest standards of integrity.

◢ Who we are

Hanwha Vision is a leading manufacturer in the security industry, demonstrating consistent growth for more than 40 years. Hanwha Vision is part of the Hanwha Group, a Fortune Global 500 company and one of the largest conglomerates in South Korea. In operation for over 60 years, the Hanwha Group has gained manufacturing expertise and in-depth market knowledge in producing the highest quality, precision products serving the aerospace, defense and security industries.

◢ What we do

Hanwha Vision offers a comprehensive line of security and video surveillance solutions which include IP cameras that support up to 8K resolution, a video management system, video and audio analytics, multi-sensor technology and device integration with a host of 3rd party application providers. Our intelligent surveillance solutions are used globally, securing people, property and data across a range of industries including retail, transportation, education, banking, healthcare, hospitality, airports and more.

— commitment to innovation —

Hanwha Vision technologies are built on a foundation of optical design expertise, world-class manufacturing capabilities and image processing innovation.

Hanwha Vision designs and builds its SoCs (System on Chip) at its own manufacturing facilities - from our first chipset in 2005 to the latest generation: Wisenet 7, our most technology-intensive, innovative and feature-rich SoC.

Hanwha Vision fully controls every step of its manufacturing process: designing, assembling and building all key elements of our products in-house-forming the Supply Chain of Trust.

▲ Manufactured for quality, reliability and compliance

All Hanwha Vision products are manufactured in our facilities in Korea and Vietnam. This ensures strict quality control and prevents unauthorized access to our devices during the manufacturing process. Since we manufacture in Korea our products are compliant with the Trade Agreements Act (TAA) terms and qualifies them for sale under GSA guidelines. Additionally, Hanwha Vision supports NDAA compliance across its product lines and offers a full suite of trade-compliant devices.

Each Hanwha Vision location is ISO 9001-certified for design, development and production and adheres to rigorous quality control and testing procedures.

▲ Compliance and certification

Hanwha Vision supports NDAA compliance across all product lines.

Made in South Korea ensures our products are compliant with Trade Agreement Act (TAA) terms, qualifying them for sale under GSA guidelines.

Hanwha products are FCC authorized and follow important safety and regulatory standards, and pose no risk to national security under the Secure Equipment Act of 2021.

▲ Cybersecurity built from the ground up

Integrity   **Security**   **Data Protection**   **Secured Hardware**

Hanwha Vision security policies begin at the factory, with our own device certification issuing system embedding certificates and encryption keys into each chip.

UL CAP Certified
Hanwha Vision manufactures network video surveillance cameras that are UL CAP (Cybersecurity Assurance Program) certified, meeting all UL evaluation cybersecurity criteria: network penetration, access control, encryption and software. This fully secure end-to-end surveillance workflow ensures all video is securely stored, encrypted and accessible only by authorized users.

FIPS 140-2 Compliant
Hanwha Vision manufactures FIPS 140-2 compliant network cameras to deliver high levels of security and encryption necessary for many government and private installations.

milestones & landmarks

Hanwha Vision has a rich history of security industry landmark achievements, with a legacy of "firsts" including:

1993	**2008**	**2018**	**2020**
Korea's first auto-iris lens for CCTV cameras developed	World's first ultra-thin, 8MP module 'ABACUS' developed	Industry's first 55x IR PTZ IP camera (XNP-6550RH)	Industry's first 8K IP camera (TNB-9000)

Integrated Security Solutions:
B Series and G Series Control Panels

Intrusion Alarm Systems

Protect people and property
with security you can rely on

BOSCH
Invented for life

From simple installations to extensive projects, we offer comprehensive security solutions based on award-winning technology and backed by superior support. Our easy-to-use alarm systems address the challenges you face every day. Bosch B Series and G Series control panels are designed to integrate with access control and IP video. You get complete peace of mind with only one system to learn, use and maintain. Plus, a single system reduces installation and maintenance costs and lowers your overall cost of ownership.

More power. More capacity.

When you need more power and more capacity, Bosch offers a range of control panels to provide the right solution for small applications such as stand alone retail stores, to large applications such as office buildings, warehouses, banks, and more.

With B Series and G Series control panels, you get up to 32 doors of access control, 599 points of protection, and 2,000 users. What's more, these control panels are compatible with legacy peripherals allowing you to upgrade your existing systems cost-effectively.

Customization at your fingertips

Program the control panel to carry out multiple functions with a single press of a button or swipe of a card so you can customize the system to meet your specific needs. This allows you to disarm some areas, bypass some points, and unlock some doors while ensuring the rest of your building remains secure.

The control panel can also activate a function in reaction to a faulted point or automatically through a scheduled event (SKED).

Hello! Hola! Bonjour! Olá! Nǐ hǎo!
Easily display system text in English, Spanish, French,

Portuguese, Polish, Italian, Greek, Hungarian, or Chinese. Automatically switch between two languages for reduced errors and false alarms.

Flexible, reliable alarm communications

On-board Ethernet, USB, and plug-in communication modules simplify central station reporting, personal notifications, and remote programming.

Plug-in telephone and communication modules simplify communication and allow for easy installation and future-proof upgrades.

The panels support both current and future Internet Protocols — IPv4 and IPv6 — to protect your investment as technology changes and ensure continuous operation.

Remote programming with advanced diagnostic capabilities over IP or cellular makes maintenance more convenient and allows technicians to service your system or modify certain functions without disrupting operations at your building. Remote firmware updates ensure easy maintenance or feature enhancements.

Easily operate your system with Remote Security Control

The free Remote Security Control app lets you control your security system remotely. With the app, you can lock or unlock doors, arm or disarm the system, check system status, view preset alerts, and see live video from Bosch IP cameras integrated with the panel — all from an iOS or Android mobile phone or tablet.

The Remote Security Control app is available to download from the App Store or Google Play store.

A system that meets your needs

Bosch B Series and G Series control panels integrate with a wide range of security components that create unique solutions for any application. They are compatible with a flexible line of keypads, IP cameras, access readers, smoke detectors, intrusion detectors, and wireless transmitters.

Keypads
Choose from an award-winning color graphic touch screen display. With programmable text, you can customize the keypad to provide the most complete information for response to critical events.

Intrusion Detectors
Select from a full line of intrusion detectors with excellent catch performance and false alarm immunity.

Wireless Transmitters
RADION component options feature superior range, reliability, flexibility, and battery life to provide maximum security with minimal inconvenience and cost.

Smoke Detectors
Select from a variety of compatible detectors that include photoelectric smoke and photoelectric smoke with heat sensor.

IP Cameras
A broad portfolio of IP cameras from Bosch integrate directly with the control panels. Choose from compact cameras ideal for well-lit indoor areas to high-performance cameras that deliver superior image quality in even the most challenging lighting or environmental conditions.

Get an added layer of security with unique features, exclusive to Bosch

Area Re-Arm ensures that critical areas disarm only for short periods and then automatically re-arms the areas after a pre-determined time. This feature is ideal for an ATM service room or pharmacy storage area where no EN certifications are required.
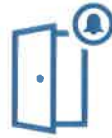
Monitor Delay checks doors and other points in the system even when disarmed. The control panel provides notification and reports of specified conditions, such as an emergency exit propped open or loading dock door left ajar. This helps mitigate risk and control HVAC costs.

Bosch Security and Safety Systems
Protecting lives, buildings and assets is our aim. Our product portfolio includes video security, intrusion detection, fire detection and voice evacuation systems as well as access control and management systems. Professional audio and conference systems for communications of voice, sound and music complete the range.

Visit **boschsecurity.com** for more information.

telecor™

## Commercial Technology

Overview
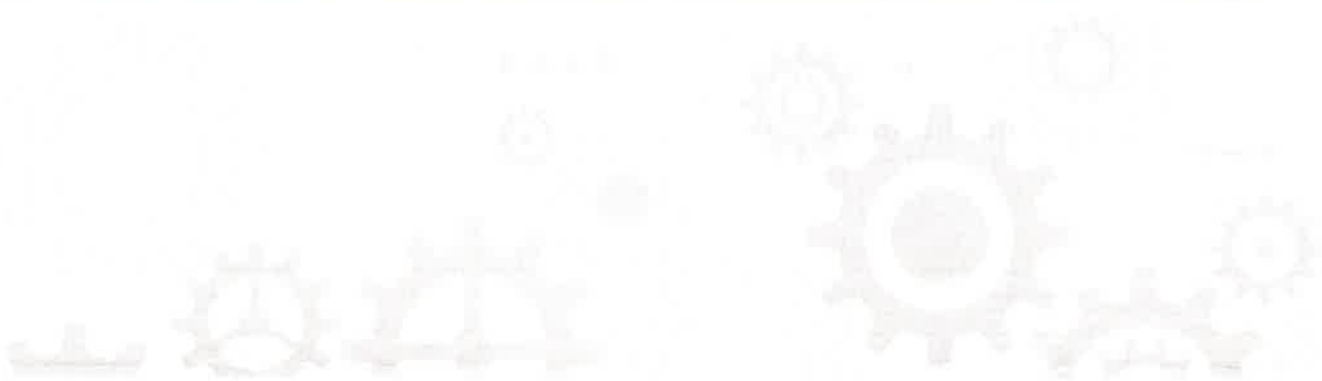
Table of Contents

Public Address & Intercom Communication

Many experts in safety suggest Public Address is the first line of defense in a crisis i.e., the facility must be able to communicate to every area on-site and off-site to first responders seamlessly and quickly.

eSeries is an Ethernet-based next generation Public Address & Mass Notification System. It passes power and data over a facility's Ethernet network ensuring simplified network planning and easy installation. No head-end, central server or control equipment is required eliminating a central point of failure. Intercom, paging, emergency messaging and clock/time management is all built-in with high-definition audio. Speakers and Message Displays/Strobes provide coverage throughout the facility, ensuring occupants can hear and see both routine and emergency announcements at all times.
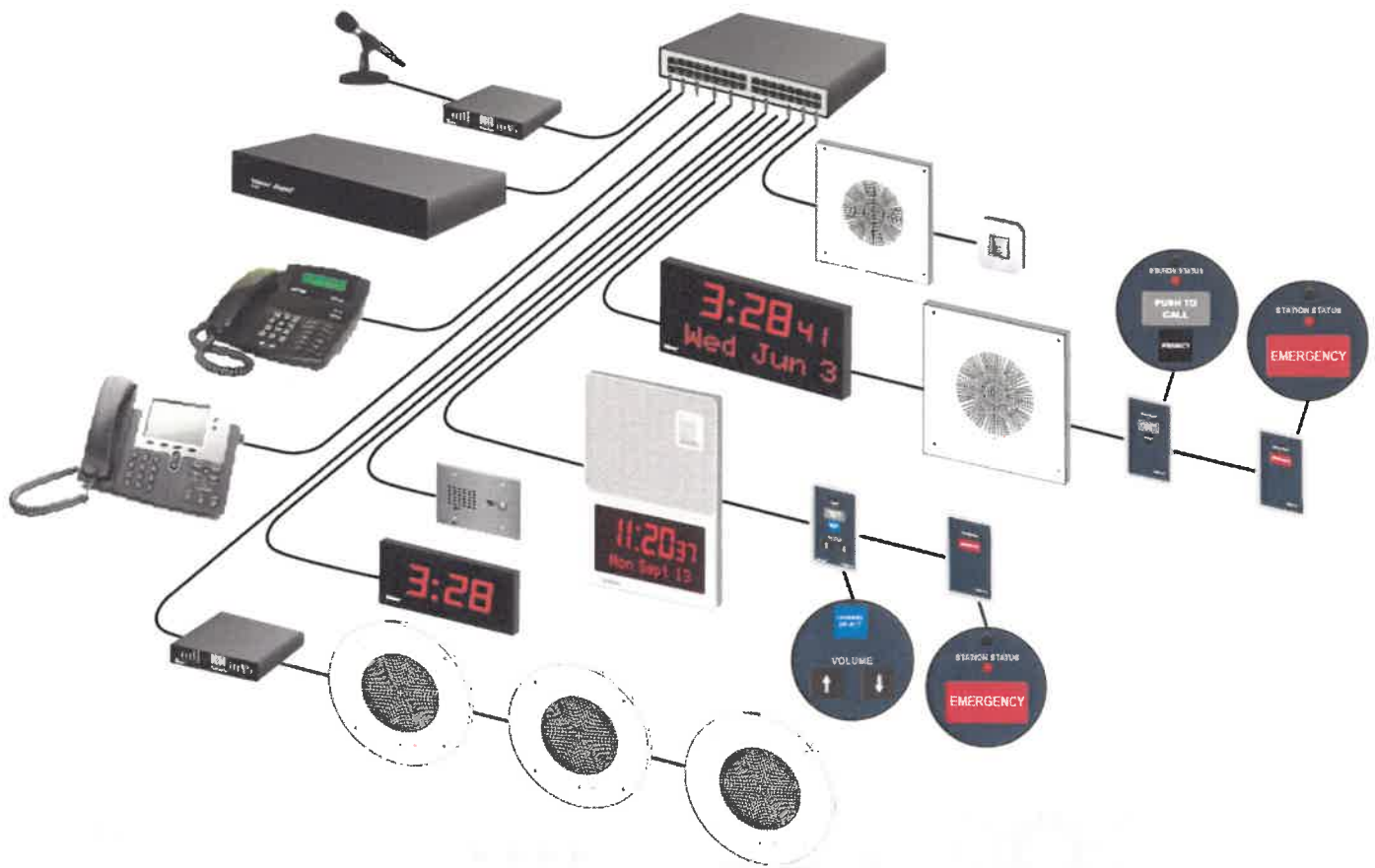
For facilities with existing analog technology, a hybrid approach is available allowing existing hardware and cabling to be re-used with the upgraded ethernet-based head end. This provides advanced mass notification coverage, increased speaker/display coverage, etc. and is an economical approach to the transition. Over time, as parts fail, the hard-wired/head-end designed components can be replaced with Ethernet based devices.
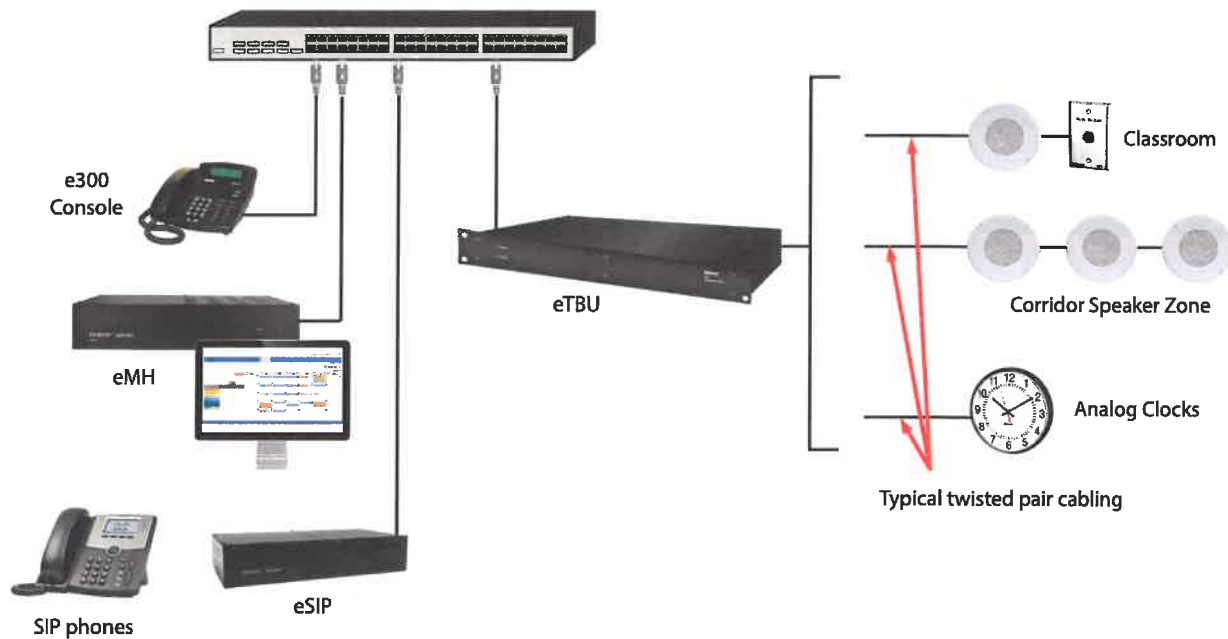
Event Logging

The ethernet-based public address communication solution may include a event log recording device that connects directly to the Ethernet network to log and record all activity. It connects to a PC via USB and will watch for and record all public address system events 24/7 and provide historical lookup.

Public Address & Intercom Integrations

Both ethernet-based and hybrid solutions provide integration to existing phone systems (the PA can be accessed by the campus' current VOIP phones via eSIP), IP security cameras (for live video feeds so you can identify visitors at building access points) and locking systems/access control (for lockdown). Please see Visual Console for more detail on integrating video camera feeds and lockdown to the Public Address/Intercom System.

The Campus Wide Paging Mass Notification overlay (DW Connect) allows for the centralized control center to notify one or all facilities of an emergency. Each facility has local authority to engage as well. The Visual Console Graphical User Interface provides for seamless point and click activation by facility(s) or campus-wide if the control center knows there is an immediate threat to any or all facilities.

As a targeted wide-area Distributed Recipient Mass Notification System (DRMNS) DWConnect™ serves as an additional layer of secure communications to the public address and intercom system solution. DWConnect automatically distributes notifications when an emergency or noteworthy event occurs at a facility and notifications can be sent by text or email to a pre-defined group of persons both on-site and off-site/first responders responsible for managing critical situations.
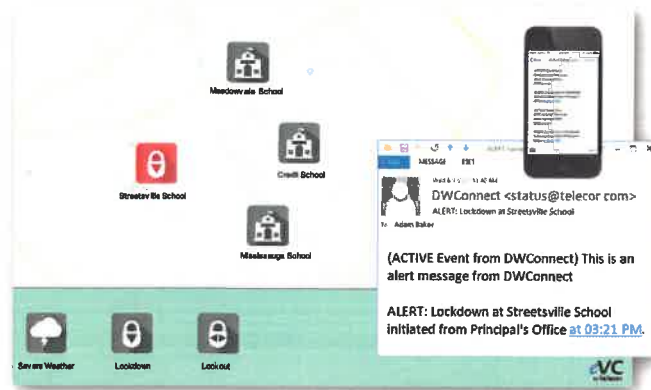
Telecor's Paging Server enables live paging announcements to be initiated from the control center to one facility, a group of facilities or all facilities simultaneously across a WAN. For a facility, the campus-wide capability means a control center can quickly communicate a custom, live announcement to all facilities in an emergency.

The network bandwidth remains low regardless of the number of recipients to ensure minimal impact on the network. Featuring an easy web-based configuration, facilities can easily configure on- or off-site.

Visual Console

Visual Console™ integrates the functionality of a console into the dynamic framework of a PC. By utilizing an easy-to-use graphical interface, routine call processing, paging, audio program distribution, as well as emergency operations are all simplified through this Windows®-based application. Facility floor plans can be displayed on a PC screen, providing a visual overview of the facility at a glance. Operations including lockdown may be quickly performed from the desktop through the use of navigation and action tool bars and easy-to-use icons. Integrated video camera feeds can also display on the interface providing visual detail of a particular area.

- Provides a graphical user interface for the eSeries System
- Easy-to-use, activated operations sent to pre-determined target(s)
- Customizable page backgrounds and element icons
- Paired with a Linked Device which serves as audio input device
- Windows-based application

Alarm Manager

Alarm Manager provides real-time room status during a lockdown emergency and occupants can report their status directing to the front office or command center. Responders can view color-coded room status on a room-by-room basis clearly displayed on the graphical user interface (Visual Console) facility floor map. Alarm Manager helps identify trouble areas in one glance and can enable two-way communication between rooms and first responders and a covert-listen feature if needed.
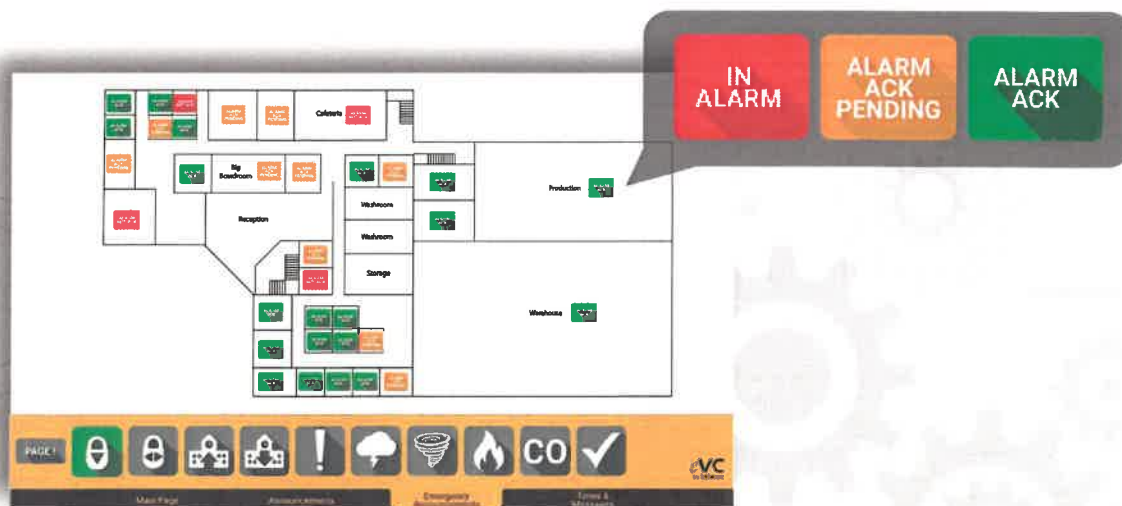
Fixed

Rooms and common areas can have call buttons for routine messages as well as strategically placed panic switches for use in an emergency. The flow in an emergency will be seamless, pre-planned and with the proper pre-recorded emergency announcements.

Mobile

Configured users can have mobile device quick access/activation of public address and mass notification operations. Notifications include the broadcast of pre-recorded audio announcements over the facility's PA speakers and textual messages to displays. With just a single activation, an entire facility can be locked down in a instant. In addition, email and SMS messages are delivered to custom lists of recipients, including security and law enforcement personnel.

Mobile Duress

ePanic is mobile duress at your fingertips and leverages existing public address infrastructure. When initiated, ePanic pinpoints the alerts location on Visual Console, opens two-way communication to the closest network speaker and provides live video feed from the facility's existing security cameras. The command center can manage the entire emergency from one dynamic interface. The visual facility map will show the location of the mobile duress alert and provide point and click ability to trigger on- and off-site communication including lockdown.

Virtual

eCall is a virtual call station that provides call-in capabilities from a work station by clicking on the virtual call button on the PC screen. This initiates a call to an administrative console and when answered, voice communications are instantly established with the caller. The application can be deployed on both fixed and mobile PCs and will follow the occupant from room to room when the user registers their room location. This is an economical way to provide panic/call stations in rooms without having to hard-wire stations to the wall.

Virtual Lock Down

The virtual eCall station can include a button on the work station for immediate lockdown in the event of an emergency. This virtual lockdown button requires no hard-wiring and is economical to deploy.

Master Clock & Message Host

The Master Clock & Message Host provides on and off-site management of public address and intercom operations (very important during COVID when schedule/announcement changes needed to be made quickly from off-site locations).

Features include:

- Maintenance notifications - Personnel will be emailed if there is an issue with any part of the public address system including speakers, call switches, etc.
- Mobile device - Users have quick access/activation of public address and mass notification operations (for configured users -- i.e., lockdown is an example of an emergency action that can be triggered).

e365 Digital Emergency Display

This supervised display can scroll up to 64 characters and is perfect for noisy areas. Pre-recorded audio messages can be assigned text messages that will automatically display and a user can create and distribute on the fly custom messages. English, French and Spanish are supported.

e2444-LD All-in-One Display

The All-In-One Display combines a speaker, strobe, message display and clock/calendar into one device reducing overall cost and installation labor. Eyes and ears will be drawn to intercom calls, live paging announcements, and emergency messages with crystal-clear HD audio, scrolling text and configurable flash-patterned white, red, green or blue strobe colors.

Marquee Display

Visual messages can be transmitted to marquee style displays in various locations in buildings where large format displays are required. Cafeterias, lobbys, offices, warehouses and common areas can display the same messages transmitted to Digital Emergency Display and All-in-One Display.
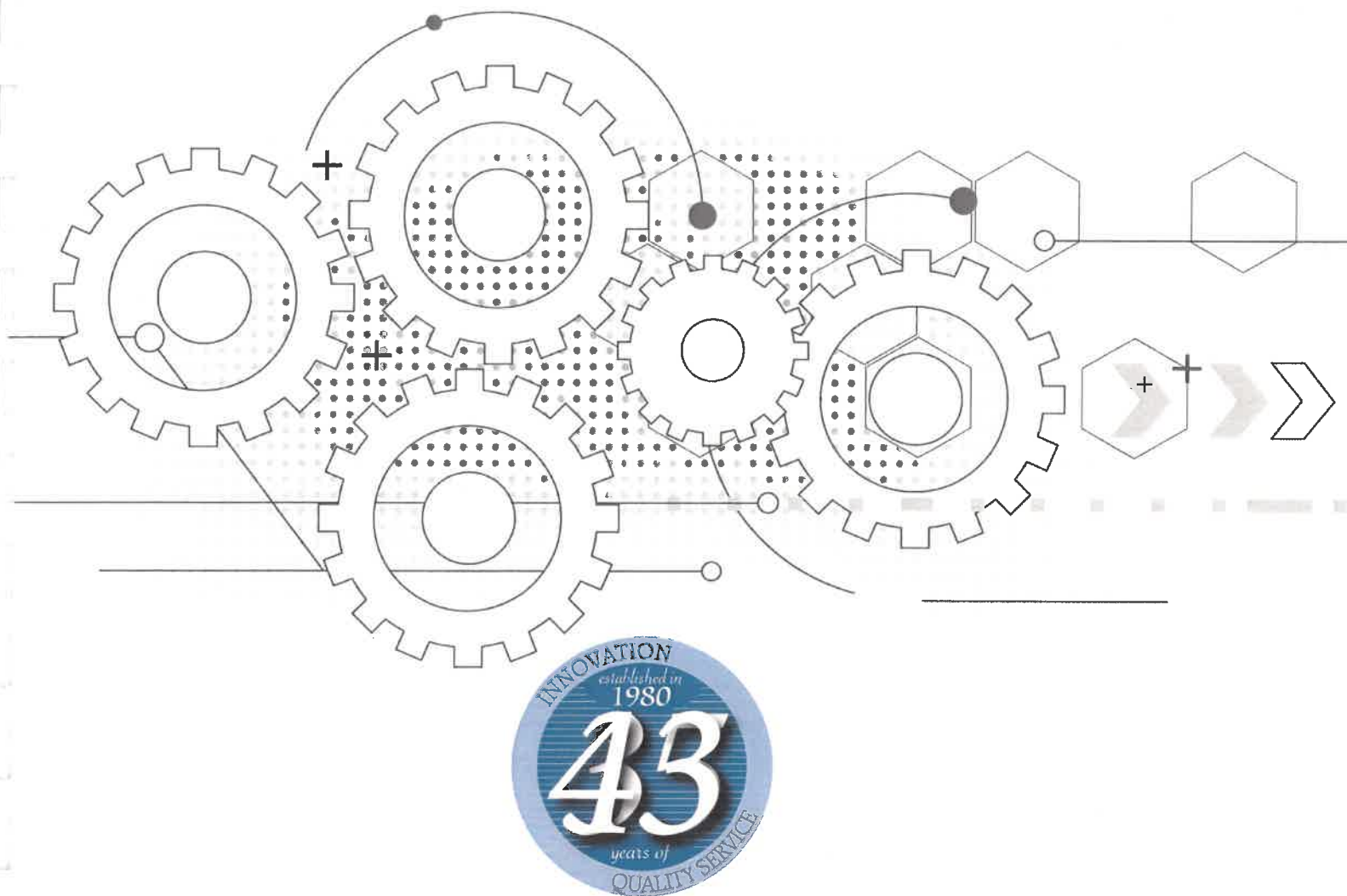
Area of Refuge

This ADA compliant fully supervised station features normal and emergency call-in capabilities from a single, rugged call station with high visibility.

The station includes a tamper-proof call switch and vandal-proof speaker assembly that supports auxiliary functions like a door release, siren and strobe.

For over 40 years Telecor has established itself internationally as a provider and leader of quality intercom, paging, clock, mass notification and security communication products and systems. With thousands of systems installed across the United States and worldwide, Telecor offers complete process manufacturing – from the concept and design stages, through to a worldwide network of certified trained distributors in the Education, Healthcare, Security and Commercial markets. For more information, please visit www.telecor.com.

telecor™
www.telecor.com
ETS-4178   Rev 0.0

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Adam Jarrell, Vice President

(Address) P.O. Box 508, 5550 State Route 34, Winfield, WV 25213

(Phone Number) / (Fax Number) 304-586-2913 / 304-586-2914

(email address) adam@asapwv.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Appalachian Signals and Products, Inc.
_____
(Company)

_____
(Signature of Authorized Representative)

Adam Jarrell, Vice President 6/6/2024
_____
(Printed Name and Title of Authorized Representative) (Date)

304-586-2913 / 304-586-2914
_____
(Phone Number) (Fax Number)

adam@asapwv.com
_____
(Email Address)

Revised 8/24/2023

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CEOI GSD2400000007

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:
(Check the box next to each addendum received)

☑ Addendum No. 1   ☐ Addendum No. 6
☐ Addendum No. 2   ☐ Addendum No. 7
☐ Addendum No. 3   ☐ Addendum No. 8
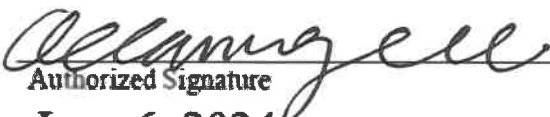☐ Addendum No. 4   ☐ Addendum No. 9
☐ Addendum No. 5   ☐ Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Appalachian Signals and Products, Inc.

Company

Aclanuzell

Authorized Signature

June 6, 2024

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 11/1/2022