

Sawyers Control Systems – V- Stanley Security Solutions  
Fire Alarm Panel Upgrade Proposal Comparison

On June 1<sup>st</sup> 2012 Sawyers sent a proposal to upgrade the Smoke & Sprinkler Fire Alarm panel at 71<sup>st</sup> street. Sawyers proposed replacing the existing Radionics smoke and sprinkler panel and combining both fire alarm systems into one coherent and integrated Honeywell panel. Sawyers would re-use the existing bell and horn loop .All smoke, Duct, Heat, and carbon monoxide sensors would be replaced. The plan is to replace the Main Radionics Panel with a Honey well Vista 128Btp panel which can support 128 zones the existing has 40 zones with 60 smoke,8 heat and 3 Gas alarms .Sawyers will also install carbon monoxide detectors within close proximity of all bedrooms which is now required by NYC Fire code. Sawyers price for the project \$55,780.00

On June 7<sup>th</sup> 2013 a year later Stanley Security Solutions sent a proposal after viewing the existing Fire Alarm System panel and using Sawyers scope of work and equipment list to bid the system replacement apples to apples for pricing comparisons. After all information about the system replacement was reviewed by Stanley a lot of the same equipment was specified plus additional equipment with a different installation approach. Stanley Security price for the project \$69,500.00

The following is a list of what Sawyers Controls & Stanley Security Specified

Sawyers Controls	Stanley Security Solutions
1. Honeywell Vista 128-Bpt alarm panel	1. Honeywell Vista 128FB control only (reuse old panel).
2. (2)Honeywell 6160rf test key pads with RF/receivers	2. (2) 6160cr-2 key pads alpha comer fire red.
3. (60) smoke detectors built in sounders	3. (60) Smoke detectors d412 4 wire photo/low flow
4. (8) Heat detectors	4. (8)Heat detectors
5. (3) Gas Alarm Sensors	5. (3) ma-gd2a Gas Sensors
6. (6) Honeywell 5800co Carbon Monoxide	6. (6) Carbon Monoxide detectors
7. (12) Duct detector smoke sampler	7. (12) mr-120/CR metal smoke tubes 10"sample tube
8. (12) Honeywell 4209u 4 wire smokes	8. (12) D4120w smoke duct detectors
9. (1) Honeywell IGSMV cellular dialer (required for total connect.	9. None
10. (6) Honeywell expansion modules	10.(7) 8 zone expanders (1 more than sawyers)
11.(2 ) R24 Repeaters	11. (6) wireless repeaters (4 more than sawyers)
	12. (1) Bat-12100 12 volt 100ah battery
	13. (12) Remote test stations (key for fire test)
	14. (1) Power Supply mps -24ap
	15.(26)Mini Module Monitor Honeywell Fire
	16. 9amp 24vdc power Supply
	17.(1) line fault Monitor
	18. (1)Volplex adapter
	19.(1) wired 8 pole expander
	20. (1) multi plex Booster & Isolator
	21. (1) address NAC expander module
	22. (15) Valplex 4193sn Fire & Burg 2 zones

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Sawyers Controls	Stanley Security Solutions
	23. (1) 8 Zone expander 4028sn
	24. (6) wireless receiver w/ encryption med
	25. (68) Flanged Conventional Base
	26. (1) Honeywell 620 &621 Rj Jack & cord

The chart above shows Stanley Security with fifteen additional lines of equipment compared to Sawyers controls. When Sawyers Controls came in a year ago they priced out changing the Smoke & Sprinkler p Alarm panel with the thinking that the monitoring of the alarm system would still be with ADT .Sawyers did give the option and put a monthly price for their monitoring service of the fire alarm system of \$72.00per month .

Stanley Security is a full security & fire monitoring service like ADT .The first seven pages of Stanley discusses the company and its service. The difference in price of Stanley being higher \$13.720.00 is due to additional equipment, union labor and additional testing devices to meet new system testing codes and additional equipment to control the monitoring. In the Stanley Security proposal they showed all equipment lists with no pricing for each line and no show of labor costs for electrical or material break down. Stanley did include the price for monthly monitoring of \$91.00per month.

Sawyers Controls is not a large Fire& Security company like Stanley but has a monitoring service that works with them also their proposal included a breakdown of all material costs and Labor costs. Sawyer’s installers are non-union employees. Which brings the cost down also Sawyers has been working at 71<sup>st</sup> street for many years and knows the building infrastructure for the installation which reduces installation time and costs.

As I stated in my daily report both companies are very capable of doing the Fire Alarm panel up grade Stanley is a full service monitoring service like ADT and Sawyers installs all types of building systems and contracts out the system monitoring. Stanley did a more detailed proposal for Fire Equipment but showed no cost break down. Sawyers was less detailed on equipment but showed all costs op front.