

# **TIPS VENDOR AGREEMENT**

**Between** Johnson Controls, Inc. **and**  
(Company Name)

## **THE INTERLOCAL PURCHASING SYSTEM (TIPS)**

**For**

**RFP 180204 Fire Safety and Security Solutions**

### **General Information**

The Vendor Agreement (“Agreement”) made and entered into by and between The Interlocal Purchasing System (hereinafter referred to as “TIPS” respectfully) a government cooperative purchasing program authorized by the Region 8 Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686. This Agreement consists of the provisions set forth below, including provisions of all Attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any Attachment, the provisions set forth shall control.

The vendor Agreement shall include and incorporate by reference this Agreement, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation as posted, including any addenda and the awarded vendor’s proposal. Once signed, if an awarded vendor’s proposal varies or is unclear in any way from the TIPS Agreement, TIPS, at its sole discretion, will decide which provision will prevail. Other documents to be included are the awarded vendor’s proposals, task orders, purchase orders and any adjustments which have been issued. If deviations are submitted to TIPS by the proposing vendor as provided by and within the solicitation process, this Agreement may be amended to incorporate any agreed deviations.

The following pages will constitute the Agreement between the successful vendors(s) and TIPS. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TIPS, they will be incorporated into the final Agreement.

A Purchase Order, Agreement or Contract is the TIPS Member’s approval providing the authority to proceed with the negotiated delivery order under the Agreement. Special terms and conditions as agreed to between the vendor and TIPS Member should be added as addendums to the Purchase Order, Agreement or Contract. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some of the addendums possible.

# Terms and Conditions

## Freight

All quotes to members shall provide a line item for cost for freight or shipping regardless if there is a charge or not. If no charge for freight or shipping, indicate by stating "No Charge" or "\$0" or other similar indication. Otherwise, all shipping, freight or delivery charges shall be passed through to the TIPS Member at cost with no markup and said charges shall be agreed by the TIPS Member.

## Warranty Conditions

All new supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be legally permitted to sell, or an authorized dealer, distributor or manufacturer for all products offered for sale to TIPS Members. All equipment proposed shall be new unless clearly stated in writing.

## Customer Support

The Vendor shall provide timely and accurate customer support to TIPS Members. Vendors shall respond to such requests within one (1) working day after receipt of the request. Vendor shall provide training regarding products and services supplied by the Vendor unless otherwise clearly stated in writing at the time of purchase. (Unless training is a line item sold or packaged and must be purchased with product.)

## Agreements

**All Agreements and agreements** between Vendors and TIPS Members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised.

**Agreements for purchase** will normally be put into effect by means of a purchase order(s) executed by authorized agents of the participating government entities.

**Davis Bacon Act** requirements will be met when Federal Funds are used for construction and/or repair of buildings.

## Tax exempt status

A taxable item sold, leased, rented to, stored, used, or consumed by any of the following governmental entities is exempted from the taxes imposed by this chapter: (1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States; (4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas, but only to the extent that the other state or governmental unit exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309. Most TIPS Members are tax exempt and the related laws of the jurisdiction of the TIPS Member shall apply.

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### **Assignments of Agreements**

No assignment of Agreement may be made without the prior written approval of TIPS. Payment can only be made to the awarded Vendor or vendor assigned company.

### **Disclosures**

1. Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this Agreement.
2. Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with Members in the TIPS program.
3. The vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this Agreement.

### **Renewal of Agreements**

The Agreement with TIPS is for one (3) year with an option for renewal for additional one (1) consecutive year. Total term of Agreement can be up to the number of years provided in the solicitation, if sales are reported through the Agreement and both parties agree.

### **Automatic Renewal Clauses Incorporated in Awarded Vendor Agreements with TIPS Members Resulting from the Solicitation and with the Vendor Named in this Agreement.**

No Agreement for goods or services with a TIPS Member by the awarded vendor named in this Agreement that results from the solicitation award named in this Agreement, may incorporate an automatic renewal clause with which the TIPS Member must comply. All renewal terms incorporated in an Agreement by the vendor with the TIPS Member shall only be valid and enforceable when the vendor receives written confirmation by purchase order or executed Agreement issued by the TIPS Member for any renewal period. The purpose of this clause is to avoid a TIPS Member inadvertently renewing an Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. This term is not negotiable and any Agreement between a TIPS Member and a TIPS awarded vendor with an automatic renewal clause that conflicts with these terms is rendered void and unenforceable.

### **Shipments**

The Vendor shall ship ordered products within a commercially reasonable time after the receipt of the order. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated

shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

### **Invoices**

The awarded vendor shall submit invoices or payment requests to the TIPS Member participating entity clearly stating "Per TIPS Agreement # xxxxxxxx. Each invoice or pay request shall include the TIPS Member's purchase order number or other identifying designation as provided in the order by the TIPS Member. If applicable, the shipment tracking number or pertinent information for verification of TIPS Member receipt shall be made available upon request. The Vendor or vendor assigned dealer shall not invoice for partial shipments unless agreed to in writing in advance by TIPS and the TIPS Member.

### **Payments**

The TIPS Member will make payments directly to the Vendor or vendor assigned dealer at net 30 days after receiving invoice or in compliance with applicable statute, whichever is the lessor time or as otherwise provided by an agreement of the parties.

### **Pricing**

The Vendor agrees to provide pricing to TIPS and its participating governmental entities that is at least equal to the lowest pricing available to like cooperative purchasing customers and the pricing shall remain so throughout the duration of the Agreement.

Price increases will be honored according to the terms of the solicitation. However, the Vendor shall honor previous prices for thirty (30) days after written notification to TIPS of an increase.

All pricing submitted to TIPS shall include the participation fee, as provided in the solicitation, to be remitted to TIPS by the Vendor. Vendor will not show adding the fee to the invoice presented to customer. Failure to render the participation fee to TIPS shall constitute a breach of this agreement and shall be grounds for termination of this agreement and any other agreement held with TIPS.

### **Participation Fees**

Vendor or vendor assigned dealer Agreements to pay the participation fee for all Agreement sales to TIPS on a monthly scheduled report. Vendor must login to the TIPS database and use the "Submission Report" section to report sales. The Vendor or vendor assigned dealers are responsible for keeping record of all sales that go through the TIPS Agreement. Failure to pay the participation fee will result in termination of Agreement. Please contact TIPS at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

**Indemnity**

Johnson Controls limits its indemnity obligations to instances where Johnson Controls' acts or omissions are negligent or constitute willful misconduct. Johnson Controls shall indemnify TIPS, TIPS Member(s), officers and employees, from any and all damages, losses, costs, and expenses (including reasonable attorneys' fees) arising out of third party claims, demands, or suits for bodily injury (including death) or damage to tangible property to the extent arising directly out of the negligence or intentional misconduct of the Vendor or its employees or agents. Johnson Controls will not indemnify another party for its own negligence, and should not be liable for claims or losses to the extent of the third party's contributory negligence.

**Multiple Vendor Awards**

TIPS reserves the right to award multiple vendor Agreements for categories when deemed in the best interest of the TIPS Membership. Bidders scoring the solicitation's specified minimum score or above will be considered for an award. Categories are established at the discretion of TIPS.

**State of Texas Franchise Tax**

By signature hereon, the bidder hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Tax Code.

**Miscellaneous**

The Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS sole discretion and that any Vendor may be removed from the participation in the Program at any time with or without cause. Nothing in the Agreement or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS Members will submit any orders at any time. TIPS reserves the right to request additional proposals for items or services already on Agreement at any time.

**Purchase Order Pricing/Product Deviation**

If a deviation of pricing/product on a purchase order or contract modification occurs, TIPS is to be notified within 48 hours of receipt of order.

**Termination for Convenience**

TIPS reserves the right to terminate this agreement for cause or no cause for convenience with a thirty-day written notice. Termination for convenience is required under Federal Regulations 2 CFR part 200. All purchase orders presented to the Vendor by a TIPS Member prior to the actual termination of this agreement shall be honored at the option of the TIPS Member. The awarded vendor may terminate the agreement with ninety (90) days written notice to TIPS 4845 US Hwy North, Pittsburg, Texas 75686.

## **TIPS Member Purchasing Procedures**

Purchase orders or their equal are issued by participating TIPS Member to the awarded vendor indicating on the PO "Agreement Number". Order is emailed to TIPS at tipspo@tips-usa.com.

- Awarded vendor delivers goods/services directly to the participating member.
- Awarded vendor invoices the participating TIPS Member directly.
- Awarded vendor receives payment directly from the participating member.
- Awarded vendor reports sales monthly to TIPS (unless prior arrangements have been made with TIPS to report monthly).

## **Form of Agreement**

If a vendor submitting an Proposal requires TIPS and/or TIPS Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

In response to submitted supplemental Vendor Agreement documents, TIPS will review proposed vendor Agreement documents. Vendor's Agreement document shall not become part of TIPS's Agreement with vendor unless and until an authorized representative of TIPS reviews and approves it.

## **Licenses**

Awarded vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by awarded vendor. Awarded vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Agreement. TIPS reserves the right to stop work and/or cancel Agreement of any awarded vendor whose license(s) expire, lapse, are suspended or terminated.

## **Novation**

If awarded vendor sells or transfers all assets or the entire portion of the assets used to perform this Agreement, a successor in interest must guarantee to perform all obligations under this Agreement. TIPS reserves the right to accept or reject any new party. A simple change of name agreement will not change the Agreement obligations of awarded vendor.

## **Site Requirements (when applicable to service or job)**

Cleanup: Awarded vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Awarded vendor shall not begin a project for which TIPS Member has not prepared the site, unless awarded vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in a purchase order.

Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered sex offender restrictions: For work to be performed at schools, awarded vendor agrees that no employee of a sub-contractor who has been adjudicated to be a registered sex offender will perform work at any time when students are, or reasonably expected to be, present. Awarded vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the TIPS Member's discretion.

Awarded vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Safety measures: Awarded vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

### **Smoking**

Persons working under Agreement shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

### **Marketing**

Awarded vendor agrees to allow TIPS to use their name and logo within website, marketing materials and advertisement. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this Agreement by awarded vendor must have prior approval from TIPS.

### **Supplemental agreements**

The TIPS Member entity participating in the TIPS Agreement and awarded vendor may enter into a separate supplemental agreement or contract to further define the level of service requirements over and above the minimum defined in this Agreement i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement or contract developed as a result of this Agreement is exclusively between the participating entity and awarded vendor. TIPS, its agents, TIPS Members and employees shall not be made party to any claim for breach of such agreement.



**Survival Clause**

All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer under the terms and conditions of the Agreement shall survive the expiration or termination of the Agreement. All Orders, Purchase Orders issued or contracts executed by TIPS or a TIPS Member and accepted by the Vendor prior to the expiration or termination of this agreement, shall survive expiration or termination of the Agreement, subject to previously agreed terms and conditions agreed by the parties or as otherwise specified herein relating to termination of this agreement.

**Legal obligations**

It is the responding vendor's responsibility to be aware of and comply with all local, state and federal laws governing the sale of products/services identified in this Solicitation and any awarded Agreement thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

**Audit rights**

Due to transparency statutes and public accountability requirements of TIPS and TIPS Members', the awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by TIPS Member that utilizes this Agreement. TIPS and Region 8 ESC each reserve the right to audit the accounting of TIPS related purchases for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In order to ensure and confirm compliance with this agreement, TIPS shall have authority to conduct random audits of Awarded Vendor's pricing that is offered to TIPS Members. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with the pricing under this agreement, TIPS shall have the ability to conduct the audit internally or may engage a third-party auditing firm to investigate any possible non-complying conduct. In the event of an audit, the requested materials shall be reasonably provided in the format and at the location designated by Region 8 ESC or TIPS.

**Force Majeure**

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and fully particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.



### **Scope of Services**

The specific scope of work for each job shall be determined in advance and in writing between TIPS Member and Awarded vendor. It is permitted for the TIPS Member to provide a general scope, but the awarded vendor should provide a written scope of work to the TIPS Member as part of the proposal. Once the scope of the job is agreed to, the TIPS Member will issue a Purchase Order and/or an Agreement or Contract and/or an Agreement with the estimate referenced as an attachment along with required bond and any other special provisions agreed to for the TIPS Member. If special terms and conditions other than those covered within this solicitation and awarded Agreements are required, they will be attached to the Purchase Order and/or an Agreement or Contract and shall take precedence over those in the base TIPS Vendor Agreement.

### **Project Delivery Order Procedures**

The TIPS Member having approved and signed an interlocal agreement, or other TIPS Membership document, may make a request of the awarded vendor under this Agreement when the TIPS Member has services that need to be undertaken. Notification may occur via phone, the web, email, fax, or in person. Upon notification of a pending request, the awarded vendor shall make contact with the TIPS Member as soon as possible, but must make contact with the TIPS Member within two working days.

### **Scheduling of Projects**

Scheduling of projects (if applicable) will be accomplished when the TIPS Member issues a purchase order or other document that will serve as "the notice to proceed". The period for the delivery order will include the mobilization, materials purchase, installation and delivery, design, weather, and site cleanup and inspection. No additional claims may be made for delays as a result of these items. When the tasks have been completed the awarded vendor shall notify the client and have the TIPS Member inspect the work for acceptance under the scope and terms in the PO. The TIPS Member will issue in writing any corrective actions that are required. Upon completion of these items, the TIPS Member will issue a completion notice and final payment will be issued.

### **Support Requirements**

If there is a dispute between the awarded vendor and TIPS Member, TIPS or its representatives will assist in conflict resolution or third party (mandatory mediation), if requested by either party. TIPS, or its representatives, reserves the right to inspect any project and audit the awarded vendors TIPS project files, documentation and correspondence.

### **Incorporation of Solicitation**

The TIPS Solicitation, whether a Request for Proposals, the Request for Competitive Sealed Proposals or Request for Qualifications solicitation, the Vendor's response to same and all associated documents and forms made part of the solicitation process, including any addenda,

that resulted in the execution of this agreement are hereby incorporated by reference into this agreement as if copied verbatim.

## **SECTION HEADERS OR TITLES**

THE SECTION HEADERS OR TITLES WITHIN THIS DOCUMENT ARE MERELY GUIDES FOR CONVENIENCE AND ARE NOT FOR CLASSIFICATION OR LIMITING OF THE RESPONSIBILITIES OF THE PARTIES TO THIS DOCUMENT.

## **NEW STATUTORY REQUIREMENT EFFECTIVE SEPTEMBER 1, 2017.**

Texas governmental entities are prohibited from doing business with companies that fail to certify to this condition as required by Texas Government Code Sec. 2270.

By executing this agreement, you certify that you are authorized to bind the undersigned Vendor and that your company (1) does not boycott Israel; and (2) will not boycott Israel during the term of the Agreement.

You certify that your company is not listed on and we do not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations per Texas Gov't Code 2270.0153 found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>

You certify that if the certified statements above become untrue at any time during the life of this Agreement that the Vendor will notify TIPS within 1 business day of the change by a letter on your letterhead from an authorized representative of the Vendor stating the non-compliance decision and the TIPS Agreement number and description at:

Attention: General Counsel  
ESC Region 8/The Interlocal Purchasing System (TIPS)  
4845 Highway 271 North  
Pittsburg, TX, 75686.  
And by an email sent to [bids@tips-usa.com](mailto:bids@tips-usa.com)

## Special Terms and Conditions

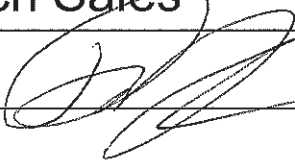
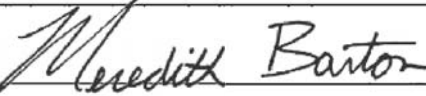

It is the intent of TIPS to award to reliable, high performance vendors to supply products and services to government and educational agencies. It is the experience of TIPS that the following procedures provide TIPS, the Vendor, and the participating agency the necessary support to facilitate a mutually beneficial relationship. The specific procedures will be negotiated with the successful vendor.

- **Agreements:** All vendor Purchase Orders and/or Agreements/Contracts must be emailed to TIPS at tipspo@tips-usa.com. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the email above within 24 business hours and confirm its receipt with TIPS.
  - **Promotion of Agreement:** It is agreed that Vendor will encourage all eligible entities to purchase from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through TIPS Agreement is a violation of the terms and conditions of this Agreement and will result in removal of the Vendor from the TIPS Program.
  - **Daily Order Confirmation:** All Agreement purchase orders will be approved daily by TIPS and sent to vendor. The vendor must confirm receipt of orders to the TIPS Member (customer) within 24 business hours.
  - **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, then updated pricing must be posted by 1<sup>st</sup> of each month.
  - **Back Ordered Products:** If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request.
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**Page 12 of 12 will be the TIPS Vendor Agreement Signature Page**

# TIPS Vendor Agreement Signature Form

RFP 180204 Fire Safety and Security Solutions

Company Name Johnson Controls, Inc.  
Address 5757 North Green Bay Ave., P.O. Box 591  
City Milwaukee State WI Zip 53201  
Phone 1-414-524-1200 Fax 1-414-524-2007  
Email of Authorized Representative Brandon.L.Jackson@JCI.com  
Name of Authorized Representative Brandon Jackson  
Title Vice President of Branch Sales  
Signature of Authorized Representative  AP  
Date 3/9/2018  
TIPS Authorized Representative Name Meredith Barton  
Title Vice-President of Operations  
TIPS Authorized Representative Signature   
Approved by ESC Region 8   
Date 5/3/18

# The Interlocal Purchasing System (TIPS Cooperative) Supplier Response

Bid Information		Contact Information		Ship to Information
Bid Creator	Rick Powell General Counsel/Procurement Compliance Officer	Address	Region VIII Education Service Center 4845 US Highway 271 North Pittsburg, TX 75686	Address
Email	rick.powell@tips-usa.com	Contact	Kristie Collins, Contracts Compliance Specialist	Contact
Phone	(903) 575-2689			Department Building
Fax				
Bid Number	180204			Floor/Room
Title	Fire Safety and Security Solutions (2 PART)	Department Building		Telephone
Bid Type	RFP			Fax
Issue Date	2/1/2018 08:03 AM (CT)			Email
Close Date	3/16/2018 03:00:00 PM (CT)	Floor/Room		
		Telephone	+1 (866) 839-8477	
		Fax	+1 (866) 839-8472	
		Email	bids@tips-usa.com	

## Supplier Information

Company Johnson Controls, Inc.  
 Address 10600 Colonel Glenn Road  
 Suite 200  
 Little Rock, AR 72204  
  
 Contact  
 Department  
 Building  
 Floor/Room  
 Telephone (866) 630-6791  
 Fax  
 Email  
 Submitted 3/16/2018 09:24:55 AM (CT)  
 Total \$0.00

By submitting your response, you certify that you are authorized to represent and bind your company.

Signature Andrew Pergande

Email Andrew.Pergande@jci.com

## Supplier Notes

## Bid Notes

This solicitation is for security and fire safety solutions for facilities. It is a 2 part solicitation that incorporates a construction component in Part 2 for installation of the fixtures that TIPS members may consider a public work and include wiring or plumbing. Many of these projects require engineering but engineering is not permitted by law to be procured through this solicitation process and the TIPS Member may be required to engage independent engineers for design and/or review of the project.

## Bid Activities

## Bid Messages

### Bid Attributes

Please review the following and respond where necessary

#	Name	Note	Response
1	Yes - No	Disadvantaged/Minority/Women Business Enterprise - D/M/WBE (Required by some participating governmental entities) Vendor certifies that their firm is a D/M/WBE? Vendor must upload proof of certification to the "Response Attachments" D/M/WBE CERTIFICATES section.	No
2	Yes - No	Historically Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB as defined by the State of Texas at <a href="https://comptroller.texas.gov/purchasing/vendor/hub/">https://comptroller.texas.gov/purchasing/vendor/hub/</a> or in a HUBZone as defined by the US Small Business Administration at <a href="https://www.sba.gov/offices/headquarters/ohp">https://www.sba.gov/offices/headquarters/ohp</a> Proof of one or both may be submitted. Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section.	No
3	Yes - No	The Vendor can provide services and/or products to all 50 US States?	Yes
4	States Served:	If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX)	We provide services in all 50 states.
5	Company and/or Product Description:	This information will appear on the TIPS website in the company profile section, if awarded a TIPS contract. (Limit 750 characters.)	Johnson Controls delivers products, services and solutions that increase energy efficiency and lower 'operating costs in buildings for more than one million customers. Operating from 500 branch offices in more than 150 countries, we are a leading provider of equipment, controls, and services for heating, ventilating, air-conditioning, refrigeration, and fire and security systems. For additional information, please visit <a href="http://www.johnsoncontrols.com">www.johnsoncontrols.com</a> . We offer Access Controls Hardware & Software and Services, Video Security, Firm Alarm, Monitoring Services, Security Services, and Energy Management Services.
6	Primary Contact Name	Primary Contact Name	Andrew Pergande
7	Primary Contact Title	Primary Contact Title	Group Purchasing Organization Manager
8	Primary Contact Email	Primary Contact Email	Andrew.Pergande@jci.com
9	Primary Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	1-414-524-6937
10	Primary Contact Fax	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	N/A

11	Primary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	1-414-708-6722
12	Secondary Contact Name	Secondary Contact Name	Thomas Staves
13	Secondary Contact Title	Secondary Contact Title	Sales Manager
14	Secondary Contact Email	Secondary Contact Email	thomas.staves@jci.com
15	Secondary Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	1-443-676-8813
16	Secondary Contact Fax	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	N/A
17	Secondary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	1-443-676-8813
18	Admin Fee Contact Name	Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS.	Andrew Pergande
19	Admin Fee Contact Email	Admin Fee Contact Email	Andrew.Pergande@jci.com
20	Admin Fee Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	1-414-524-6937
21	Purchase Order Contact Name	Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS.	Andrew Pergande
22	Purchase Order Contact Email	Purchase Order Contact Email	Andrew.Pergande@jci.com
23	Purchase Order Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	1-414-524-6937
24	Company Website	Company Website (Format - www.company.com)	www.johnsoncontrols.com
25	Federal ID Number:	Federal ID Number also known as the Employer Identification Number. (Format - 12-3456789)	39-0380010
26	Primary Address	Primary Address	5757 North Green Bay Avenue P. O. Box 591
27	Primary Address City	Primary Address City	Milwaukee
28	Primary Address State	Primary Address State (2 Digit Abbreviation)	Wisconsin
29	Primary Address Zip	Primary Address Zip	53202



30	Search Words:	<p>Please list search words to be posted in the TIPS database about your company that TIPS website users might search. Words may be product names, manufacturers, or other words associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. (Limit 500 words) (Format: product, paper, construction, manufacturer name, etc.)</p>	<p>security, fire, commercial security, fire safety systems, security systems, access control, fire detection, mass notification system, MNS, video surveillance, fire alarm, alarm systems, fire suppression, Tyco, P2000, network controllers, cloud based mobile access, E-mail alerts, SMS alerts, text message alerts, Simplex, Software House, Grinnell, personal protective equipment, intrusion, Technology contracting, detection, integrated security solution, security audit, alarm monitoring, fire detection, grooved piping, life safety, respiratory protection equipment, self-contained breathing apparatus, CCTV, card access, wireless security systems, loss prevention, system design, nurse call systems, Software House, Wormald, Scott Safety, Visonic, CEM Systems, KanTech, DSC, Sensormatic, American Dynamics, security management systems, building automation system, intercom system, master clock, fiber optic cabling, IP camera, WLAN, LAN, networks, access points, switching, security consulting services, risk assessment, security survey, remote security monitoring (UL and FM listed)</p>
31	Yes - No	<p>Most of our members receive Federal Government grants and they make up a significant portion of their budgets. The members need to know if your company is willing to sell to them when they spend federal budget funds on their purchase. There are attributes that follow that are provisions from the federal regulations in 2 CFR part 200. Your answers will determine if your award will be designated as Federal or Education Department General Administrative Regulations (EDGAR)compliant. Is it your intent to be able to sell to our members regardless of the fund source, whether it be local, state or federal?</p>	Yes
32	Yes - No	<p>Certification of Residency (Required by the State of Texas) The vendor's ultimate parent company or majority owner:</p> <p>(A) has its principal place of business in Texas;</p> <p>OR</p> <p>(B) employs at least 500 persons in Texas?</p>	Yes
33	Company Residence (City)	Vendor's principal place of business is in the city of?	Milwaukee
34	Company Residence (State)	Vendor's principal place of business is in the state of?	Wisconsin

35	Felony Conviction Notice:	<p>(Required by the State of Texas) My firm is, as outlined on PAGE 5 in the Instructions to Bidders document:</p> <p>(Questions 36 - 37) Statutory citation covering notification of criminal history of contractor is found in the Texas Education Code #44.034.</p> <p>Following is an example of a felony conviction notice:</p> <p>State of Texas Legislative Senate Bill No. 1, Section 44.034, Notification of Criminal History, Subsection (a), states "a</p> <p>person or business entity that enters into a contract with a school district or ESC 8/TIPS must give advance notice to the district or ESC 8/TIPS if the person or an owner or operator of the business entity has been convicted of a felony.</p> <p>The notice must include a general description of the conduct resulting in the conviction of a felony."</p> <p>Subsection (b) states "a school district may terminate a contract with a person or business entity if the district determines</p> <p>that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the</p> <p>termination of the contract."</p>	(No Response Required)
36	Yes - No	A publicly held corporation; therefore, this reporting requirement is not applicable?	Yes
37	Yes - No	Is owned or operated by individual(s) who has/have been convicted of a felony?	No
38	If your firm is owned or operated by the following individual(s) who has/have been convicted of a felony:	Please provide details of the conviction. This is not necessarily a disqualifying factor and the details of the conviction determines the eligibility. Providing false or misleading information about the conviction is illegal.	N/A
39	Pricing Information:	Pricing information section. (Questions 39 - 43)	(No Response Required)
40	Discount Offered	What is the MINIMUM percentage discount off of any item or service you offer to TIPS Members that is in your regular catalog (as defined in the RFP document), website, store or shelf pricing? This is a ceiling on your pricing and not a floor because, in order to be more competitive in the individual circumstance, you may offer a larger discount depending on the items or services purchased and the quantity at time of sale. Must answer with a number between 0% and 100%.	5%
41	TIPS administration fee	By submitting a proposal, I agree that all pricing submitted to TIPS shall include the participation fee, as designated in the solicitation or as otherwise agreed in writing and shall be remitted to TIPS by the Vendor as agreed in the Vendor agreement. I agree that the fee shall not and will not be added by the vendor as a separate line item on a TIPS member invoice, quote, proposal or any other written communications with the TIPS member.	(No Response Required)
42	Yes - No	Vendor agrees to remit to TIPS the required administration fee?	Yes
		TIPS/ESC Region 8 is required by Texas Government Code § 791 to be compensated for its work and thus, failure to agree shall render your response void and it will not be considered.	
43	Yes - No	Do you offer additional discounts to TIPS members for large order quantities or large scope of work?	No

44	Start Time	Average start time after receipt of customer order is ____ working days?	15
45	Years Experience	Company years experience in this category?	117
46	Resellers:	<p>Does the vendor have resellers that it will name under this contract? Resellers are defined as other companies that sell your products under an agreement with you, the awarded vendor of TIPS.</p> <p>EXAMPLE: Walmart is a reseller of Samsung Electronics. If Samsung were a TIPS awarded vendor, then Samsung would list Walmart as a reseller.</p> <p>(If applicable, vendor should download the Reseller/Dealers spreadsheet from the Attachments section, fill out the form and submit the document in the "Response Attachments" RESELLERS section.</p>	No
47	Prices are guaranteed for?	Vendor agrees to honor the pricing discount off regular catalog (as defined in the RFP document), website, store or shelf pricing for the term of the award?	YES
48	Right of Refusal	Does the proposing vendor wish to reserve the right not to perform under the awarded agreement with a TIPS member at vendor's discretion?	Yes
49	NON-COLLUSIVE BIDDING CERTIFICATE	<p>By submission of this bid or proposal, the Bidder certifies that:</p> <p>1) This bid or proposal has been independently arrived at without collusion with any other Bidder or with any Competitor;</p> <p>2) This bid or proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of bids, or proposals for this project, to any other Bidder, Competitor or potential competitor;</p> <p>3) No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal;</p> <p>4) The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the Bidder as well as to the person signing in its behalf. Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.</p>	(No Response Required)

50	Texas HB 89- Texas Government code §2270 compliance	<p>Texas 2017 House Bill 89 has been signed into law by the governor and as of September 1, 2017 will become law codified as Texas Government Code § 2270 and 808 et seq.</p> <p>The relevant section addressed by this form reads as follows:  Texas Government Code Sec. 2270.002. PROVISION REQUIRED IN CONTRACT. A governmental entity may not enter into a contract with a company for goods or services unless the contract contains a written verification from the company that it: (1) does not boycott Israel; and (2) will not boycott Israel during the term of the contract.</p> <p>I verify by my "YES" response to this attribute that, as a company submitting a proposal to this solicitation, that I am authorized to respond for the company and affirm that the company (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future. I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that TIPS will be notified in writing by email to TIPS@TIPS-USA.com within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall result in a "no award" determination by TIPS and if a contract exists with TIPS, be grounds for immediate contract termination without penalty to TIPS and Education Service Center Region 8.  FAILURE TO RESPOND "YES" WILL RESULT IN NO CONSIDERATION OF YOUR PROPOSAL.  I swear and affirm that the above is true and correct by a "YES" response.</p>	YES
51	CONFLICT OF INTEREST QUESTIONNAIRE - FORM CIQ	<p>If you have a conflict of interest as described in this form or the Local Government Code Chapter 176, cited therein- you are required to complete and file with TIPS, Richard Powell, 4845 US Highway 271 North, Pittsburg, Texas 75686</p> <p>You may find the Blank CIQ form on our website at:</p> <p>Copy and Paste the following link into a new browser or tab:  <a href="https://www.tips-usa.com/assets/documents/docs/CIQ.pdf">https://www.tips-usa.com/assets/documents/docs/CIQ.pdf</a></p> <p>Do you have any conflicts under this statutory requirement?</p>	No
52	Filing of Form CIQ	If yes (above), have you filed a form CIQ as directed here?	
53	Regulatory Standing	I certify to TIPS for the proposal attached that my company is in good standing with all governmental agencies Federal or state that regulate any part of our business operations. If not, please explain in the next attribute question.	Yes
54	Regulatory Standing	Regulatory Standing explanation of no answer on previous question.	N/A

55 Antitrust Certification Statements (Tex.  
Government Code § 2155.005)

By submission of this bid or proposal, the Bidder certifies (No Response Required)  
that:

I affirm under penalty of perjury of the laws of the State of Texas that:

(1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;

(2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;

(3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law;

(4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

1. By agreeing to the Attribute question #56, the vendor and prospective lower tier participant is providing the certification set out herein in accordance with these instructions.
2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.
3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participants," "person," "primary covered transaction," "principal," "proposal" and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.
5. The prospective lower tier participant agrees by submitting this form that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.
6. The prospective lower tier participant further agrees by submitting this form that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transaction" without modification in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.
8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, the department or agency with which this

transaction originated may pursue available remedies, including suspension and / or debarment.

57 Suspension or Debarment Certification

Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the governmentwide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Yes

By submitting this offer and certifying this section, this bidder:  
Certifies that no suspension or debarment is in place, which would preclude receiving a federally funded contract as described above.

58 Non-Discrimination Statement and Certification

In accordance with Federal civil rights law, all U.S. Departments, including the U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.  
Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotope, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.  
To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at How to File a Program Discrimination Complaint and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: [program.intake@usda.gov](mailto:program.intake@usda.gov).  
(Title VI of the Education Amendments of 1972; Section 504 of the Rehabilitation Act of 1973; the Age Discrimination Act of 1975; Title 7 CFR Parts 15, 15a, and 15b; the Americans with Disabilities Act; and FNS Instruction 113-1, Civil Rights Compliance and Enforcement – Nutrition Programs and Activities)  
All U.S. Departments, including the USDA are equal opportunity provider, employer, and lender.

Yes

Not a negotiable term. Failure to agree will render your



proposal non-responsive and it will not be considered. I certify that in the performance of a contract with TIPS or its members, that our company will conform to the foregoing anti-discrimination statement and comply with the cited and all other applicable laws and regulations.

59	2 CFR PART 200 Contract Provisions Explanation	(No Response Required)
	<p>Required Federal contract provisions of Federal Regulations for Contracts for contracts with ESC Region 8 and TIPS Members:</p> <p>The following provisions are required to be in place and agreed if the procurement is funded in any part with federal funds.</p> <p>The ESC Region 8 and TIPS Members are the subgrantee or Subrecipient by definition. Most of the provisions are located in 2 CFR PART 200 - Appendix II to Part 200—Contract Provisions for Non-Federal Entity Contracts Under Federal Awards at 2 CFR PART 200. Others are included within 2 CFR part 200 et al.</p> <p>In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.</p>	
60	2 CFR PART 200 Contracts	Yes
	<p>Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Notice: Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.</p> <p>Does vendor agree?</p>	
61	2 CFR PART 200 Termination	Yes
	<p>Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)</p> <p>Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for cause after giving the vendor an appropriate opportunity and up to 30 days, to cure the causal breach of terms and conditions. ESC Region 8 and TIPS Members reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for convenience with 30 days notice in writing to the awarded vendor. The vendor would be compensated for work performed and goods procured as of the termination date if for convenience of the ESC Region 8 and TIPS Members. Any award under this procurement process is not exclusive and the ESC Region 8 and TIPS reserves the right to purchase goods and services from other vendors when it is in the best interest of the ESC Region 8 and TIPS.</p> <p>Does vendor agree?</p>	

62	2 CFR PART 200 Clean Air Act	Yes
63	<p>2 CFR PART 200 Byrd Anti-Lobbying Amendment</p> <p>Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Pursuant to the Clean Air Act, et al above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires that the proposer certify that during the term of an award by the ESC Region 8 and TIPS Members resulting from this procurement process the vendor agrees to comply with all of the above regulations, including all of the terms listed and referenced therein. Does vendor agree?</p> <p>Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that during the term and during the life of any contract with ESC Region 8 and TIPS Members resulting from this procurement process the vendor certifies to the terms included or referenced herein. Does vendor agree?</p>	Yes
64	<p>2 CFR PART 200 Federal Rule</p> <p>Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000) Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that in performance of the contracts, subcontracts, and subgrants of amounts in excess of \$100,000, the vendor will be in compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). Does vendor certify that it is in compliance with the Clean Air Act?</p>	Yes

65	2 CFR PART 200 Procurement of Recovered Materials	<p>A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.</p> <p>Does vendor certify that it is in compliance with the Solid Waste Disposal Act as described above?</p>	Yes
66	Indemnification	<p>The ESC Region 8 and TIPS is a Texas Political Subdivision and a local governmental entity; therefore, is prohibited from indemnifying third parties pursuant to the Texas Constitution (Article 3, Section 52) except as specifically provided by law or as ordered by a court of competent jurisdiction. A provision in a contract to indemnify or hold a party harmless is a promise to pay for any expenses the indemnified party incurs, if a specified event occurs, such as breaching the terms of the contract or negligently performing duties under the contract. Article III, Section 49 of the Texas Constitution states that "no debt shall be created by or on behalf of the State ... " The Attorney General has counseled that a contractually imposed obligation of indemnity creates a "debt" in the constitutional sense. Tex. Att'y Gen. Op. No. MW-475 (1982). Contract clauses which require the System or institutions to indemnify must be deleted or qualified with "to the extent permitted by the Constitution and Laws of the State of Texas." Liquidated damages, attorney's fees, waiver of vendor's liability, and waiver of statutes of limitations clauses should also be deleted or qualified with "to the extent permitted by the Constitution and laws of State of Texas."</p> <p>Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. Do you agree to these terms?</p>	Yes

67 Remedies	<p>The parties shall be entitled to exercise any right or remedy available to it either at law or in equity, subject to the choice of law, venue and service of process clauses limitations agreed herein. Nothing in this agreement shall commit the TIPS to an arbitration resolution of any disagreement under any circumstances. Any Claim arising out of or related to the Contract, except for those specifically waived under the terms of the Contract, may, after denial of the Board of Directors, be subject to mediation at the request of either party. Any issues not resolved hereunder must be referred to non-binding mediation to be conducted by a mutually agreed upon mediator as a prerequisite to the filing of any lawsuit over such issue(s). The parties shall share the mediator's fee and any associated filing fee equally. Mediation shall be held in Camp or Titus County, Texas. Agreements reached in mediation shall be reduced to writing, and will be subject to the approval by the District's Board of Directors, signed by the Parties if approved by the Board of Directors, and, if signed, shall thereafter be enforceable as provided by the laws of the State of Texas.</p> <p>Do you agree to these terms?</p>	Yes, I Agree
68 Remedies Explanation of No Answer		
69 Choice of Law	<p>This agreement and any addenda or other additions and all contracts or awards resulting from this procurement process, however described, shall be governed by, construed and enforced in accordance with the laws of the State of Texas, regardless of any conflict of laws principles.</p> <p>Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. Do you agree to these terms?</p>	Yes
70 Jurisdiction and Service of Process	<p>Any Proceeding arising out of or relating to this procurement process or any contract issued by TIPS resulting from or any contemplated transaction shall be brought in a court of competent jurisdiction in Camp County, Texas and each of the parties irrevocably submits to the exclusive jurisdiction of said court in any such proceeding, waives any objection it may now or hereafter have to venue or to convenience of forum, agrees that all claims in respect of the Proceeding shall be heard and determined only in any such court, and agrees not to bring any proceeding arising out of or relating to this procurement process or any contract resulting from or any contemplated transaction in any other court. The parties agree that either or both of them may file a copy of this paragraph with any court as written evidence of the knowing, voluntary and freely bargained for agreement between the parties irrevocably to waive any objections to venue or to convenience of forum. Process in any Proceeding referred to in the first sentence of this Section may be served on any party anywhere in the world. Venue clauses in contracts with TIPS members may be determined by the parties.</p>	Yes

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. Do you agree to these terms?

71 Alternative Dispute Resolution

Prior to filing of litigation, the parties may select non-binding mediation as a method of conflict resolution for issues arising out of or relating to this procurement process or any contract resulting from or any contemplated transaction. The parties agree that if nonbinding mediation is chosen as a resolution process, the parties must agree to the chosen mediator(s) and that all mediation venue shall be at a location in Camp or Titus, County, Texas agreed by the parties. The parties agree to share equally the cost of the mediation process and venue cost.  
Do you agree to these terms?

Yes, I Agree

72 Alternative Dispute Resolution Explanation of No Answer

73 Infringement(s)

The successful vendor will be expected to indemnify and hold harmless the TIPS and its employees, officers, agents, representatives, contractors, assignees and designees from any and all third party claims and judgments involving infringement of patent, copyright, trade secrets, trade or service marks, and any other intellectual or intangible property rights attributed to or claims based on the Vendor's proposal or Vendor's performance of contracts awarded and approved.  
Do you agree to these terms?

Yes, I Agree

74 Infringement(s) Explanation of No Answer

75 Acts or Omissions

The successful vendor will be expected to indemnify and hold harmless the TIPS, its officers, employees, agents, representatives, contractors, assignees and designees from and against any and all liability, actions, claims, demands or suits, and all related costs, attorney's fees and expenses arising out of, or resulting from any acts or omissions of the vendor or its agents, employees, subcontractors, or suppliers in the execution or performance of any agreements ultimately made by TIPS and the vendor.  
Do you agree to these terms?

No

76 Acts or Omissions Explanation of No Answer

JCI will agree to indemnify such indemnities for the claims and costs described herein, but only to the extent that they result from the acts or omissions of JCI (or a party for which is JCI is legally responsible), and such acts or omissions are negligent or represent willful misconduct.

77 Contract Governance

Any contract made or entered into by the TIPS is subject to and is to be governed by Section 271.151 et seq, Tex Loc Gov't Code. Otherwise, TIPS does not waive its governmental immunities from suit or liability except to the extent expressly waived by other applicable laws in clear and unambiguous language.

Yes

78 Payment Terms and Funding Out Clause

Payment Terms:

Yes

TIPS or TIPS members shall not be liable for interest or late payment fees on past due balances at a rate higher than permitted by the laws or regulations of the jurisdiction of the TIPS Member.

Funding Out Clause:

Vendor agrees to abide by the laws and regulations, including Texas Local Government Code § 271.903, or any statutory or regulatory limitations of the jurisdiction of any TIPS Member which governs contracts entered into by the Vendor and TIPS or a TIPS Member that requires all contracts approved by TIPS or a TIPS Member are subject to the budgeting and appropriation of currently available funds by the entity or its governing body.

See statute(s) for specifics or consult your legal counsel.

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.

Do you agree to these terms?

79 Insurance and Fingerprint Requirements Information

Insurance

(No Response Required)

If applicable and your staff will be on TIPS member premises for delivery, training or installation etc. and/or with an automobile, you must carry automobile insurance as required by law. You may be asked to provide proof of insurance.

Fingerprint

It is possible that a vendor may be subject to Chapter 22 of the Texas Education Code. The Texas Education Code, Chapter 22, Section 22.0834. Statutory language may be found at: <http://www.statutes.legis.state.tx.us/>

If the vendor has staff that meet both of these criterion:

(1) will have continuing duties related to the contracted services; and

(2) has or will have direct contact with students

Then you have "covered" employees for purposes of completing the attached form.

TIPS recommends all vendors consult their legal counsel for guidance in compliance with this law. If you have questions on how to comply, see below. If you have questions on compliance with this code section, contact the Texas Department of Public Safety Non-Criminal Justice Unit, Access and Dissemination Bureau, FAST-FACT at

NCJU@txdps.state.tx.us and you should send an email identifying you as a contractor to a Texas Independent School District or ESC Region 8 and TIPS. Texas DPS phone number is (512) 424-2474.

See form in the next attribute to complete entitled:

Texas Education Code Chapter 22 Contractor Certification for Contractor Employees

<p>80 Texas Education Code Chapter 22 Contractor Certification for Contractor Employees</p>	<p>Introduction: Texas Education Code Chapter 22 requires entities that contract with school districts to provide services to obtain criminal history record information regarding covered employees. Contractors must certify to the district that they have complied. Covered employees with disqualifying criminal histories are prohibited from serving at a school district.</p> <p>Definitions: Covered employees: Employees of a contractor or subcontractor who have or will have continuing duties related to the service to be performed at the District and have or will have direct contact with students. The District will be the final arbiter of what constitutes direct contact with students. Disqualifying criminal history: Any conviction or other criminal history information designated by the District, or one of the following offenses, if at the time of the offense, the victim was under 18 or enrolled in a public school:</p> <p>(a) a felony offense under Title 5, Texas Penal Code; (b) an offense for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure; or (c) an equivalent offense under federal law or the laws of another state.</p> <p>I certify that:</p> <p>NONE (Section A) of the employees of Contractor and any subcontractors are covered employees, as defined above. If this box is checked, I further certify that Contractor has taken precautions or imposed conditions to ensure that the employees of Contractor and any subcontractor will not become covered employees. Contractor will maintain these precautions or conditions throughout the time the contracted services are provided.</p> <p>OR</p> <p>SOME (Section B) or all of the employees of Contractor and any subcontractor are covered employees. If this box is checked, I further certify that:</p> <p>(1) Contractor has obtained all required criminal history record information regarding its covered employees. None of the covered employees has a disqualifying criminal history.</p> <p>(2) If Contractor receives information that a covered employee subsequently has a reported criminal history, Contractor will immediately remove the covered employee from contract duties and notify the District in writing within 3 business days.</p> <p>(3) Upon request, Contractor will provide the District with the name and any other requested information of covered employees so that the District may obtain criminal history record information on the covered employees.</p> <p>(4) If the District objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Contractor agrees to discontinue using that covered employee to provide services at the District.</p> <p>Noncompliance or misrepresentation regarding this certification may be grounds for contract termination.</p>	<p>None</p>
<p>81 Solicitation Deviation/Compliance</p>	<p>Does the vendor agree with the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation?</p>	<p>Yes</p>



- |    |  |   |
|----|--|---|
| 82 | Solicitation Exceptions/Deviations Explanation | <p>If the bidder intends to deviate from the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation, all such deviations must be listed on this attribute, with complete and detailed conditions and information included or attached.</p> <p>TIPS will consider any deviations in its proposal award decisions, and TIPS reserves the right to accept or reject any bid based upon any deviations indicated below or in any attachments or inclusions.</p> <p>In the absence of any deviation entry on this attribute, the proposer assures TIPS of their full compliance with the Standard Terms and Conditions, Item Specifications, and all other information contained in this Solicitation.</p> |
| 83 | Agreement Deviation/Compliance                 | <p>Does the vendor agree with the language in the Vendor Agreement?</p> <p style="text-align: right;">No</p>  |

If the proposing Vendor desires to deviate from the Vendor Agreement language, all such deviations must be listed on this attribute, with complete and detailed conditions and information included. TIPS will consider any deviations in its proposal award decisions, and TIPS reserves the right to accept or reject any proposal based upon any deviations indicated below. In the absence of any deviation entry on this attribute, the proposer assures TIPS of their full compliance with the Vendor Agreement.

In the PRICING section of the Vendor Agreement Form, Johnson Controls would like to add the following pricing language, which is consistent with our previous TIPS awards and our standard pricing for cooperatives. Johnson Controls offers Discount Off Catalog pricing. Due to the custom nature of our product offerings, we use a software application to generate our costs in lieu of price lists. Customers will receive an itemized catalog price list for their particular project. In this way, our prices and discounts are completely transparent to the customer. This pricing method ensures that TIPS members receive the latest pricing. We structure the pricing for all cooperative contracts the same way to ensure consistency in our contracts. Additionally, we agree to offer the same pricing as we do other cooperative purchasing customers, as long as the pricing methodology requested by the cooperative is the same. This preferred pricing is only attributed to the master agreement, individual task orders awarded under the master are not to be considered. Preferred Pricing is based on Johnson Controls Fire and Security domain only.

In the INDEMNITY section of the Vendor Agreement Form, Johnson Controls would like to add the following language: Johnson Controls limits its indemnity obligations to instances where Johnson Controls' acts or omissions are negligent or constitute willful misconduct. Johnson Controls shall indemnify TIPS, TIPS Member(s), officers and employees, from any and all damages, losses, costs, and expenses (including reasonable attorneys' fees) arising out of third party claims, demands, or suits for bodily injury (including death) or damage to tangible property to the extent arising directly out of the negligence or intentional misconduct of the Vendor or its employees or agents. Johnson Controls will not indemnify another party for its own negligence, and should not be liable for claims or losses to the extent of the third party's contributory negligence. If selected, we would welcome the opportunity to enter into good faith negotiations with a view towards agreeing upon mutually acceptable contract terms.

85 Texas Business and Commerce Code § 272  
Requirements as of 9-1-2017

SB 807 prohibits construction contracts to have provisions requiring the contract to be subject to the laws of another state, to be required to litigate the contract in another state, or to require arbitration in another state. A contract with such provisions is voidable. Under this new statute, a "construction contract" includes contracts, subcontracts, or agreements with (among others) architects, engineers, contractors, construction managers, equipment lessors, or materials suppliers. "Construction contracts" are for the design, construction, alteration, renovation, remodeling, or repair of any building or improvement to real property, or for furnishing materials or equipment for the project. The term also includes moving, demolition, or excavation. BY RESPONDING TO THIS SOLICITATION, AND WHEN APPLICABLE, THE PROPOSER AGREES TO COMPLY WITH THE TEXAS BUSINESS AND COMMERCE CODE § 272 WHEN EXECUTING CONTRACTS WITH TIPS MEMBERS THAT ARE TEXAS GOVERNMENT ENTITIES. (No Response Required)

Line Items		
Response Total:		\$0.00

## Certification Regarding Lobbying

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Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding \$100,000 in Federal Funds.

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Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "disclosure Form to Report Lobbying," in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

**Johnson Controls, Inc.**

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5757 North Green Bay Ave., P.O. Box 591, Milwaukee, WI 53201

Name/Address of Organization

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Brandon Jackson, Vice President of Branch Sales

Name/Title of Submitting Official

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Signature

3/9/2018

Date

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FELONY CONVICTION NOTICE

FOR RESPONSE TO TIPS SOLICITATION

Statutory citation covering notification of criminal history of contractor is found in the Texas Education Code #44.034. Following is an example of a felony conviction notice:

State of Texas Legislative Senate Bill No. 1, Section 44.034, Notification of Criminal History, Subsection (a), states "a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony." Subsection (b) states "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

THIS NOTICE IS NOT REQUIRED OF A PUBLICLY-HELD CORPORATION

**Complete only one of the three below: A or B or C.**

I, the undersigned agent for the firm named below, certify that the information concerning notification of felony convictions has been reviewed by me and the following information furnished is true to the best of my knowledge.

Official: Brandon Jackson  
Print Authorized Company Official's Name

A. My firm is a publicly held corporation; therefore, this reporting requirement is not applicable.

Signature of Authorized Company Official: 

**OR**

B. My firm is not owned nor operated by anyone who has been convicted of a felony:

Signature of Authorized Company Official: \_\_\_\_\_

**OR**

C. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony:

Name of Felon(s): \_\_\_\_\_

Details of Conviction(s): \_\_\_\_\_

You may attach another sheet

Signature of Authorized Company Official: \_\_\_\_\_

**CERTIFICATION BY CORPORATE OFFERER**

**IF OFFERER IS A CORPORATION,**

**THE FOLLOWING CERTIFICATE SHOULD BE EXECUTED AND INCLUDED AS PART OF PROPOSAL FORM/PROPOSAL FORM.**

**OFFERER:** Johnson Controls, Inc.

(Name of Corporation)

I, Michael R. Peterson <sup>Assistant</sup> certify that I am the ~~the~~ Secretary of the Corporation  
(Name of Corporate Secretary)

named as OFFERER herein above; that

Brandon Jackson

(Name of person who completed proposal document)

who signed the foregoing proposal on behalf of the corporation offerer is the authorized person that is acting as

Vice President of Branch Sales

(Title/Position of person signing proposal/offer document within the corporation)

of the said Corporation; that said proposal/offer was duly signed for and in behalf of said corporation by authority of its governing body, and is within the scope of its corporate powers.

CORPORATE SEAL if available



SIGNATURE

March 13, 2018

DATE



**Federal Requirements for Procurement and Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.**

The Education Service Center Region 8 and TIPS Members anticipate possibly using federal funds for procurement under this potential award and is required to obtain the following compliance assurance.

**1. Will you be subcontracting any of your work under this award if you are successful?** (Circle one)

☒ YES or NO ☐

**2. If yes, do you agree to comply with the following federal requirements?** (Circle one)

☒ YES or NO ☐

2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.

(a) The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

(b) Affirmative steps must include:

- (1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- (2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
- (3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
- (4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;
- (5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and
- (6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs (1) through (5) of this section.

Company Name Johnson Controls, Inc.

Print name of authorized representative Brandon Jackson

Signature of authorized representative \_\_\_\_\_

Date 3/9/2018

## Texas Government Code 2270 Verification Form

Texas 2017 House Bill 89 has been signed into law by the governor and as of September 1, 2017 will become law codified as Texas Government Code § 2270 and 808 et seq.

The relevant section addressed by this form reads as follows:

Texas Government Code Sec. 2270.002. PROVISION REQUIRED IN CONTRACT. A governmental entity may not enter into a contract with a company for goods or services unless the contract contains a written verification from the company that it: (1) does not boycott Israel; and (2) will not boycott Israel during the term of the contract.

I, Brandon Jackson as an authorized representative of

Johnson Controls, Inc.

Insert Name of Company

, a contractor/vendor

engaged by

ESC Region 8/The Interlocal Purchasing System (TIPS)  
4845 Highway 271 North  
Pittsburg, TX, 75686

verify by this writing that the above-named company affirms that it (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future. I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that the above-named Texas governmental entity will be notified in writing within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall be grounds for immediate contract termination without penalty to the above-named Texas governmental entity.

AND

our company is not listed on and we do not do business with companies that are on the the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations per Texas Gov't Code 2270.0153 found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>

I swear and affirm that the above is true and correct.

  
Signature of Named Authorized Company Representative

3/9/2018

Date

**FAILURE TO PROPERLY COMPLETE THIS FORM AND SUBMIT WITH YOUR RESPONSE MAY RESULT IN A  
WAIVER OF YOUR RIGHTS UNDER THE LAW TO MAINTAIN CONFIDENTIALITY TREATMENT OF SUBMITTED  
MATERIALS.**

**CONFIDENTIAL INFORMATION SUBMITTED IN RESPONSE TO COMPETITIVE PROCUREMENT  
REQUESTS OF EDUCATION SERVICE CENTER REGION 8 AND TIPS IS GOVERNED BY TEXAS  
GOVERNMENT CODE, CHAPTER 552**

If you consider any portion of your proposal to be confidential information and not subject to public disclosure pursuant to Chapter 552 Tex Gov't Code or other law(s), you **must** make a copy of all claimed confidential materials within your proposal and put this COMPLETED form as a cover sheet to said materials then scan, name "CONFIDENTIAL" and upload with your proposal submission. (You must include the confidential information in the submitted proposal as well, the copy uploaded is to indicate which material in your proposal, if any, you deem confidential in the event the District receives a Public Information Request.) Education Service Center Region 8 and TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law. Pricing of solicited product or service may be deemed as public information under Chapter 552 Tex Gov't Code. The Office of Texas Attorney General shall make the final determination whether the information held by Education Service Center Region 8 and TIPS is confidential and exempt from public disclosure.

**If you claim that parts of your proposal are confidential, complete the top section below.**

**I DO NOT** desire to expressly waive any claim of confidentiality as to any and all information contained within our response to the competitive procurement process (e.g. RFP, CSP, Bid, RFQ, etc.) by completing the following and submitting this sheet with our response to Education Service Center Region 8 and TIPS. The attached contains material from our proposal that I classify and deem confidential under Texas Gov't Code Sec. 552 or other law(s) and I invoke my statutory rights to confidential treatment of the enclosed materials.

**Johnson Controls, Inc.**

Name of company claiming confidential status of material

**Brandon Jackson, Vice President of Branch Sales**

Printed Name and Title of authorized company officer claiming confidential status of material

**5757 North Green Bay Ave., PO Box 591, Milwaukee, WI 53201 1-414-524-1200** Address  
City State ZIP Phone

ATTACHED ARE COPIES OF 1 PAGES OF CONFIDENTIAL MATERIAL FROM OUR PROPOSAL

Signature  Date **3/9/2018**

**If you do not claim any of your proposal to be confidential, complete the section below only.**

**Express Waiver:** I desire to expressly waive any claim of confidentiality as to any and all information contained within our response to the competitive procurement process (e.g. RFP, CSP, Bid, RFQ, etc.) by completing the following and submitting this sheet with our response to Education Service Center Region 8 and TIPS.

Name of company expressly waiving confidential status of material

Printed Name and Title of authorized company officer expressly waiving confidential status of material

City State ZIP Phone Address

Signature Date





# HUB Subcontracting Plan (HSP)

## QUICK CHECKLIST

While this HSP Quick Checklist is being provided to merely assist you in readily identifying the sections of the HSP form that you will need to complete, it is very important that you adhere to the instructions in the HSP form and instructions provided by the contracting agency.

- If you will be awarding all of the subcontracting work you have to offer under the contract to only Texas certified HUB vendors, complete:
  - ☐ Section 1 - Respondent and Requisition Information
  - ☐ Section 2 a. - Yes, I will be subcontracting portions of the contract
  - ☐ Section 2 b. - List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to Texas certified HUB vendors
  - ☐ Section 2 c. - Yes
  - ☐ Section 4 - Affirmation
  - ☐ GFE Method A (Attachment A) - Complete an Attachment A for each of the subcontracting opportunities you listed in Section 2 b.
- If you will be subcontracting any portion of the contract to Texas certified HUB vendors and Non-HUB vendors, and the aggregate percentage of all the subcontracting work you will be awarding to the Texas certified HUB vendors with which you have a continuous contract in place for five (5) years or less meets or exceeds the HUB Goal the contracting agency identified in the "Agency Special Instructions/Additional Requirements", complete:
  - ☒ Section 1 - Respondent and Requisition Information
  - ☒ Section 2 a. - Yes, I will be subcontracting portions of the contract
  - ☒ Section 2 b. - List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to Texas certified HUB vendors and Non-HUB vendors
  - ☒ Section 2 c. - No
  - ☒ Section 2 d. - Yes
  - ☒ Section 4 - Affirmation
  - ☒ GFE Method A (Attachment A) - Complete an Attachment A for each of the subcontracting opportunities you listed in Section 2 b.
- If you will be subcontracting any portion of the contract to Texas certified HUB vendors and Non-HUB vendors or only to Non-HUB vendors, and the aggregate percentage of all the subcontracting work you will be awarding to the Texas certified HUB vendors with which you have a continuous contract in place for five (5) years or less does not meet or exceed the HUB Goal the contracting agency identified in the "Agency Special Instructions/Additional Requirements", complete:
  - ☐ Section 1 - Respondent and Requisition Information
  - ☐ Section 2 a. - Yes, I will be subcontracting portions of the contract
  - ☐ Section 2 b. - List all the portions of work you will subcontract, and indicated the percentage of the contract you expect to award to Texas certified HUB vendors and Non-HUB vendors
  - ☐ Section 2 c. - No
  - ☐ Section 2 d. - No
  - ☐ Section 4 - Affirmation
  - ☐ GFE Method B (Attachment B) - Complete an Attachment B for each of the subcontracting opportunities you listed in Section 2 b.
- If you will not be subcontracting any portion of the contract and will be fulfilling the entire contract with your own resources, complete:
  - ☐ Section 1 - Respondent and Requisition Information
  - ☐ Section 2 a. - No, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources
  - ☐ Section 3 - Self Performing Justification
  - ☐ Section 4 - Affirmation

**\*Continuous Contract:** Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.



# HUB Subcontracting Plan (HSP)

In accordance with Texas Gov't Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, all respondents, including State of Texas certified Historically Underutilized Businesses (HUBs) must complete and submit this State of Texas HUB Subcontracting Plan (HSP) with their response to the bid requisition (solicitation).

**NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Texas Gov't Code §2161.252(b).**

The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the 2009 State of Texas Disparity Study. The statewide HUB goals defined in 34 Texas Administrative Code (TAC) §20.13 are:

- **11.2 percent for heavy construction other than building contracts,**
- **21.1 percent for all building construction, including general contractors and operative builders' contracts,**
- **32.9 percent for all special trade construction contracts,**
- **23.7 percent for professional services contracts,**
- **26.0 percent for all other services contracts, and**
- **21.1 percent for commodities contracts.**

## - - Agency Special Instructions/Additional Requirements - -

In accordance with 34 TAC §20.14(d)(1)(D)(iii), a respondent (prime contractor) may demonstrate good faith effort to utilize Texas certified HUBs for its subcontracting opportunities if the total value of the respondent's subcontracts with Texas certified HUBs meets or exceeds the statewide HUB goal or the agency specific HUB goal, whichever is higher. When a respondent uses this method to demonstrate good faith effort, the respondent must identify the HUBs with which it will subcontract. If using existing contracts with Texas certified HUBs to satisfy this requirement, only contracts that have been in place for five years or less shall qualify for meeting the HUB goal. This limitation is designed to encourage vendor rotation as recommended by the 2009 Texas Disparity Study.

## SECTION-1: RESPONDENT AND REQUISITION INFORM

- a. Respondent (Company) Name: Johnson Controls, Inc. State of Texas VID #: 1390380010303  
Point of Contact: Andrew Pergande Phone #: 1-414-524-6937  
E-mail Address: Andrew.Pergande@jci.com Fax #: \_\_\_\_\_
- b. Is your company a State of Texas certified HUB? ☐ - Yes ☒ - No
- c. Requisition #: 180204 Bid Open Date: 3/4/2018

(mm/dd/yyyy)

Enter your company's name here: Johnson Controls, IncRequisition #: 180204**SECTION-2: SUBCONTRACTING INTENTIONS RESPONDENT**

After dividing the contract work into reasonable lots or portions to the extent consistent with prudent industry practices, and taking into consideration the scope of work to be performed under the proposed contract, including all potential subcontracting opportunities, the respondent must determine what portions of work, including goods and services, will be subcontracted. Note: In accordance with 34 TAC §20.11., an "Subcontractor" means a person who contracts with a prime contractor to work, to supply commodities, or to contribute toward completing work for a governmental entity.

a. Check the appropriate box (Yes or No) that identifies your subcontracting intentions:

- ☒ - **Yes**, I will be subcontracting portions of the contract. (If **Yes**, complete Item b, of this SECTION and continue to Item c of this SECTION.)  
☐ - **No**, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources. (If **No**, continue to SECTION 3 and SECTION 4.)

b. List all the portions of work (subcontracting opportunities) you will subcontract. Also, based on the total value of the contract, identify the percentages of the contract you expect to award to Texas certified HUBs, and the percentage of the contract you expect to award to vendors that are not a Texas certified HUB (i.e., Non-HUB).

Item #	Subcontracting Opportunity Description	HUBs		Non-HUBs
		Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract</u> * in place for <u>five (5) years or less</u> .	Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract</u> * in place for <u>more than five (5) years</u> .	Percentage of the contract expected to be subcontracted to non-HUBs.
1	Johnson Controls will complete this form and all	%	%	%
2	other required HUB forms when a project has been	%	%	%
3	identified. Without an identified project, we are	%	%	%
4	unable to determine which portions of the project	%	%	%
5	require subcontractors.	%	%	%
6	Johnson Controls is committed to meeting and	%	%	%
7	exceeding all targets for HUB participation and	%	%	%
8	routinely uses HUB contractors for significant	%	%	%
9	portions of our projects.	%	%	%
10	Please see the Contractor Oversight section of our	%	%	%
11	RFP response for details about our commitment to	%	%	%
12	HUB and other small and disadvantaged businesses.	%	%	%
13		%	%	%
14		%	%	%
15		%	%	%
Aggregate percentages of the contract expected to be subcontracted:		%	%	%

(Note: If you have more than fifteen subcontracting opportunities, a continuation sheet is available online at <http://window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>.)

c. Check the appropriate box (Yes or No) that indicates whether you will be using only Texas certified HUBs to perform all of the subcontracting opportunities you listed in SECTION 2, Item b.

- ☐ - **Yes** (If **Yes**, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)  
☒ - **No** (If **No**, continue to Item d, of this SECTION.)

d. Check the appropriate box (Yes or No) that indicates whether the aggregate expected percentage of the contract you will subcontract with Texas certified HUBs with which you have a continuous contract\* in place with for five (5) years or less meets or exceeds the HUB goal the contracting agency identified on page 1 in the "Agency Special Instructions/Additional Requirements".

- ☒ - **Yes** (If **Yes**, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)  
☐ - **No** (If **No**, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method B (Attachment B)" for each of the subcontracting opportunities you listed.)

**\*Continuous Contract:** Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.

Enter your company's name here: Johnson ControlsRequisition #: 180204**SECTION-2: SUBCONTRACTING INTENTIONS RESPONDENT (CONTINUATION SHEET)**

- a. This page can be used as a continuation sheet to the HSP Form's page 2, Section 2, Item b. Continue listing the portions of work (subcontracting opportunities) you will subcontract. Also, based on the total value of the contract, identify the percentages of the contract you expect to award to Texas certified HUBs, and the percentage of the contract you expect to award to vendors that are not a Texas certified HUB (i.e., Non-HUB).

Item #	Subcontracting Opportunity Description	HUBs		Non-HUBs
		Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract*</u> in place for <u>five (5) years or less</u> .	Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract*</u> in place for <u>more than five (5) years</u> .	Percentage of the contract expected to be subcontracted to non-HUBs.
16		%	%	%
17		%	%	%
18		%	%	%
19		%	%	%
20		%	%	%
21		%	%	%
22		%	%	%
23		%	%	%
24		%	%	%
25		%	%	%
26		%	%	%
27		%	%	%
28		%	%	%
29		%	%	%
30		%	%	%
31		%	%	%
32		%	%	%
33		%	%	%
34		%	%	%
35		%	%	%
36		%	%	%
37		%	%	%
38		%	%	%
39		%	%	%
40		%	%	%
41		%	%	%
42		%	%	%
43		%	%	%
Aggregate percentages of the contract expected to be subcontracted:		%	%	%

*\*Continuous Contract: Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.*



Enter your company's name here: Johnson Controls, IncRequisition #: 180204**SECTION 3: SELF PERFORMING JUSTIFICATION (If you responded "No" to SECTION 2, Item a, you must complete this SECTION and continue to SECTION 4)**

Check the appropriate box (Yes or No) that indicates whether your response/proposal contains an explanation demonstrating how your company will fulfill the entire contract with its own resources.

- ☐ - **Yes** (If **Yes**, in the space provided below **list the specific page(s)/section(s)** of your proposal which explains how your company will perform the entire contract with its own equipment, supplies, materials and/or employees.)
- ☐ - **No** (If **No**, in the space provided below **explain how** your company will perform the entire contract with its own equipment, supplies, materials and/or employees.)

**SECTION 4: AFFIRMATION**

As evidenced by my signature below, I affirm that I am an authorized representative of the respondent listed in SECTION 1, and that the information and supporting documentation submitted with the HSP is true and correct. Respondent understands and agrees that, if awarded any portion of the requisition:

- The respondent will provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor for the awarded contract. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.
- The respondent must submit monthly compliance reports (Prime Contractor Progress Assessment Report – PAR) to the contracting agency, verifying its compliance with the HSP, including the use of and expenditures made to its subcontractors (HUBs and Non-HUBs). (The PAR is available at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/progressassessmentrpt.xls>).
- The respondent must seek approval from the contracting agency prior to making any modifications to its HSP, including the hiring of additional or different subcontractors and the termination of a subcontractor the respondent identified in its HSP. If the HSP is modified without the contracting agency's prior approval, respondent may be subject to any and all enforcement remedies available under the contract or otherwise available by law, up to and including debarment from all state contracting.
- The respondent must, upon request, allow the contracting agency to perform on-site reviews of the company's headquarters and/or work-site where services are being performed and must provide documentation regarding staffing and other resources.

Signature

Brandon Jackson

Printed Name

Vice President of Branch Sales

Title

3/4/2018

Date  
(mm/dd/yyyy)**Reminder:**

- If you responded "**Yes**" to **SECTION 2, Items c or d**, you must complete an "HSP Good Faith Effort - Method A (Attachment A)" **for each** of the subcontracting opportunities you listed in SECTION 2, Item b.
- If you responded "**No**" **SECTION 2, Items c and d**, you must complete an "HSP Good Faith Effort - Method B (Attachment B)" **for each** of the subcontracting opportunities you listed in SECTION 2, Item b.



Requisition #: 180204

## SECTION A-1: SUBCONTRACTING OPPORTUNITY

Item Number:      Description:

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB

[illegible]

Page 1 of 1  
(Attachment A)

# HSP Good Faith Effort - Method B (Attachment B)

Rev. 10/14

Enter your company's name here: \_\_\_\_\_ Requisition #: \_\_\_\_\_

**IMPORTANT:** If you responded "Yes" to SECTION 2, Items c or d of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method B (Attachment B)" for each of the subcontracting opportunities you listed in SECTION 2, Item b of the completed HSP form. You may photo-copy this page or download the form at <http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-b.pdf>.

## SECTION B-1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: \_\_\_\_\_ Description: \_\_\_\_\_

## SECTION B-2: MENTOR PROTÉGÉ PROGRAM

If respondent is participating as a Mentor in a State of Texas Mentor Protégé Program, submitting its Protégé (Protégé must be a State of Texas certified HUB) as a subcontractor to perform the subcontracting opportunity listed in SECTION B-1, constitutes a good faith effort to subcontract with a Texas certified HUB towards that specific portion of work.

Check the appropriate box (Yes or No) that indicates whether you will be subcontracting the portion of work you listed in SECTION B-1 to your Protégé.

☐ - Yes (If **Yes**, to continue to SECTION B-4.)

☒ - No / Not Applicable (If **No** or **Not Applicable**, continue to SECTION B-3 and SECTION B-4.)

## SECTION B-3: NOTIFICATION OF SUBCONTRACTING OPPORTUNITY

When completing this section you **MUST** comply with items **a, b, c and d**, thereby demonstrating your Good Faith Effort of having notified Texas certified HUBs and trade organizations or development centers about the subcontracting opportunity you listed in SECTION B-1. Your notice should include the scope of work, information regarding the location to review plans and specifications, bonding and insurance requirements, required qualifications, and identify a contact person. When sending notice of your subcontracting opportunity, you are encouraged to use the attached HUB Subcontracting Opportunity Notice form, which is also available online at <http://www.window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan>.

Retain supporting documentation (i.e., certified letter, fax, e-mail) demonstrating evidence of your good faith effort to notify the Texas certified HUBs and trade organizations or development centers. Also, be mindful that a working day is considered a normal business day of a state agency, not including weekends, federal or state holidays, or days the agency is declared closed by its executive officer. The initial day the subcontracting opportunity notice is sent/provided to the HUBs and to the trade organizations or development centers is considered to be "day zero" and does not count as one of the seven (7) working days.

- a. Provide written notification of the subcontracting opportunity you listed in SECTION B-1, to three (3) or more Texas certified HUBs. Unless the contracting agency specified a different time period, you must allow the HUBs at least seven (7) working days to respond to the notice prior to your submitting your bid response to the contracting agency. When searching for Texas certified HUBs, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) and Historically Underutilized Business (HUB) Search directory located at <http://mycpa.state.tx.us/tpasscblsearch/index.jsp>. HUB Status code "A" signifies that the company is a Texas certified HUB.
- b. List the three (3) Texas certified HUBs you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the company's Vendor ID (VID) number, the date you sent notice to that company, and indicate whether it was responsive or non-responsive to your subcontracting opportunity notice.

Company Name	VID Number	Date Notice Sent (mm/dd/yyyy)	Did the HUB Respond?
			<input type="checkbox"/> - Yes <input type="checkbox"/> - No
			<input type="checkbox"/> - Yes <input type="checkbox"/> - No
			<input type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to two (2) or more trade organizations or development centers in Texas to assist in identifying potential HUBs by disseminating the subcontracting opportunity to their members/participants. Unless the contracting agency specified a different time period, you must provide your subcontracting opportunity notice to trade organizations or development centers at least seven (7) working days prior to submitting your bid response to the contracting agency. A list of trade organizations and development centers that have expressed an interest in receiving notices of subcontracting opportunities is available on the Statewide HUB Program's webpage at <http://www.window.state.tx.us/procurement/prog/hub/mwb-links-1/>.

- d. List two (2) trade organizations or development centers you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the date when you sent notice to it and indicate if it accepted or rejected your notice.

Trade Organizations or Development Centers	Date Notice Sent (mm/dd/yyyy)	Was the Notice Accepted?
		<input type="checkbox"/> - Yes <input type="checkbox"/> - No
		<input type="checkbox"/> - Yes <input type="checkbox"/> - No

# HSP Good Faith Effort - Method B (Attachment B) Cont.

Enter your company's name here: \_\_\_\_\_ Requisition #: \_\_\_\_\_

## SECTION B-4: SUBCONTRACTOR SELECTION

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

- a. Enter the item number and description of the subcontracting opportunity for which you are completing this Attachment B continuation page.

Item Number: \_\_\_\_\_ Description: \_\_\_\_\_

- b. List the subcontractor(s) you selected to perform the subcontracting opportunity you listed in SECTION B-1. Also identify whether they are a Texas certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB.

Company Name	Texas certified HUB	VID Number (Required if Texas certified HUB)	Approximate Dollar Amount	Expected Percentage of Contract
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%

- c. If any of the subcontractors you have selected to perform the subcontracting opportunity you listed in SECTION B-1 is not a Texas certified HUB, provide written justification for your selection process (attach additional page if necessary):

**REMINDER:** As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity it (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.



# HUB Subcontracting Opportunity Notification Form

In accordance with Texas Gov't Code, Chapter 2161, each state agency that considers entering into a contract with an expected value of \$100,000 or more shall, before the agency solicits bids, proposals, offers, or other applicable expressions of interest, determine whether subcontracting opportunities are probable under the contract. The state agency I have identified below in Section B has determined that subcontracting opportunities are probable under the requisition to which my company will be responding.

34 Texas Administrative Code, §20.14 requires all respondents (prime contractors) bidding on the contract to provide notice of each of their subcontracting opportunities to at least three (3) Texas certified HUBs (who work within the respective industry applicable to the subcontracting opportunity), and allow the HUBs at least seven (7) working days to respond to the notice prior to the respondent submitting its bid response to the contracting agency. In addition, at least seven (7) working days prior to submitting its bid response to the contracting agency, the respondent must provide notice of each of its subcontracting opportunities to two (2) or more trade organizations or development centers (in Texas) that serves members of groups (i.e., Asian Pacific American, Black American, Hispanic American, Native American, Woman, Service Disabled Veteran) identified in Texas Administrative Code, §20.11(19)(C).

We respectfully request that vendors interested in bidding on the subcontracting opportunity scope of work identified in Section C, Item 2, reply no later than the date and time identified in Section C, Item 1. Submit your response to the point-of-contact referenced in Section A.

## SECTION: A PRIME CONTRACTOR'S INFORMATION

Company Name: Johnson Controls, Inc State of Texas VID #: 1390380010303  
Point-of-Contact: Andrew Pergande Phone #: 1-414-524-6937  
E-mail Address: Andrew.Pergande@jci.com Fax #: \_\_\_\_\_

## SECTION: B CONTRACTING STATE AGENCY AND REQUISITION INFORMATION

Agency Name: \_\_\_\_\_  
Point-of-Contact: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Requisition #: \_\_\_\_\_ Bid Open Date: \_\_\_\_\_  
(mm/dd/yyyy)

## SECTION: C SUBCONTRACTING OPPORTUNITY RESPONSE DUE DATE, DESCRIPTION, REQUIREMENTS AND RELATED INFORMATION

### 1. Potential Subcontractor's Bid Response Due Date:

If you would like for our company to consider your company's bid for the subcontracting opportunity identified below in Item 2,  
we must receive your bid response no later than Select on                     .  
Central Time Date (mm/dd/yyyy)

*In accordance with 34 TAC §20.14, each notice of subcontracting opportunity shall be provided to at least three (3) Texas certified HUBs, and allow the HUBs at least seven (7) working days to respond to the notice prior to submitting our bid response to the contracting agency. In addition, at least seven (7) working days prior to us submitting our bid response to the contracting agency, we must provide notice of each of our subcontracting opportunities to two (2) or more trade organizations or development centers (in Texas) that serves members of groups (i.e., Asian Pacific American, Black American, Hispanic American, Native American, Woman, Service Disabled Veteran) identified in Texas Administrative Code, §20.11(19)(C).*

*(A working day is considered a normal business day of a state agency, not including weekends, federal or state holidays, or days the agency is declared closed by its executive officer. The initial day the subcontracting opportunity notice is sent/provided to the HUBs and to the trade organizations or development centers is considered to be "day zero" and does not count as one of the seven (7) working days.)*

### 2. Subcontracting Opportunity Scope of Work:

3. Required Qualifications: ☐ - Not Applicable

4. Bonding/Insurance Requirements: ☐ - Not Applicable

5. Location to review plans/specifications: ☐ - Not Applicable

## Typical Warranty Terms

Warranty terms differ depending on the item and the entity delivering the product or service. Warranty terms are provided to the customer by our representatives when pricing is requested. All manufacturer warranties are passed on to the customer. In most cases, we can cover a manufacturer warranty or enable the customer to buy an extended warranty if requested by the customer and negotiated into the contract.

Some of our typical warranty terms are included below. **These terms can differ depending on the performing entity, or the requested product or service.** Extended or customized warranty terms are negotiable.

**Parts Warranty:** JCI warrants that original equipment, parts or components manufactured or labeled by JCI shall be free from defects in material and workmanship under normal usage and proper installation and maintenance for a period of one (1) year from the date of shipment. Equipment, parts or components not manufactured or labeled by JCI shall carry a warranty from defects in material and workmanship under normal usage and proper installation and maintenance for a period of ninety (90) days from the date of shipment. Notwithstanding the foregoing, in the event JCI is reasonably able to identify a warranty for a period longer than the ninety (90) days applicable to equipment, parts or components not manufactured or labeled by JCI, it will assign all assignable rights under such warranty to Customer and reasonably cooperate in the enforcement of any warranty claim. Recertified or replacement parts installed on equipment and still under the original equipment manufacturer's warranty are covered for ninety (90) days or the remainder of the original equipment manufacturer warranty period, whichever is longer. In the event of a valid warranty claim, the Customer's remedy shall, at JCI's sole discretion and subject to the exclusions herein, be limited to repair or replacement of the subject equipment, part or component conditioned upon the return to JCI of any defective equipment, part or component. This Parts Warranty does not cover any shipping, handling or transportation charges or any associated labor costs.

**Labor Warranty:** JCI warrants its workmanship or that of its agents in relation to installation of materials for a period of ninety (90) days from date of installation or with respect to service work for a period of ninety (90) days from the date of service. Customer acknowledges that re-performance shall be its exclusive and only remedy with regards to any services provided by JCI. Customer shall bear all labor costs associated with the repair or replacement of failed material that is outside the scope of this express labor warranty. All warranty labor shall be executed during JCI normal business hours.

These warranties do not extend to any equipment which has been repaired by others, abused, altered, or misused in any way, or which has not been properly and reasonably maintained.

THESE WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING BUT NOT LIMITED TO THOSE OF MERCHANTABILITY AND FITNESS FOR A SPECIFIC PURPOSE. UNDER NO CIRCUMSTANCES SHALL JCI BE LIABLE FOR ANY SPECIAL, INDIRECT, OR CONSEQUENTIAL DAMAGES ARISING FROM OR RELATING TO ANY DEFECT IN MATERIAL OR WORKMANSHIP OF EQUIPMENT OR THE PERFORMANCE OF SERVICES.



Security and Fire Safety

PROTECT PEOPLE.  
SAFEGUARD ASSETS.  
INCREASE EFFICIENCIES.





# THE POWER OF INTEGRATION

A safe, secure environment is a comfortable, productive environment. Your facility's security and fire safety systems must perform flawlessly. No glitches. No unexpected downtime. No interruptions. Because when occupants feel safe and assets are protected, risks are minimized and efficiencies are maximized.

Johnson Controls works with customers worldwide to develop comprehensive, cost-effective security and fire safety solutions. Small and large. Simple and complex.

As a building wide technology integrator and a strategic business partner, we look at how to both implement the appropriate technologies and protect your investment long term. So you can be sure that your facility, whether it's a school, hospital, transportation hub, industrial site or corporate headquarters, is ready for whatever the future brings.

## Johnson Controls Building Lifecycle Strategy

Our process engages you from the project's beginning and throughout the lifecycle of the facility. The goal is to deliver long-term system optimization that mitigates risk, assures compliance and reduces total cost of ownership.

### This approach covers the following steps:

- Identify & Assess
- Deploy & Manage
- Support & Maintain
- Retrofit & Replace

Johnson Controls will work with you at the level of partnership you're comfortable with.





## Security and Fire Safety Solutions

We provide support for the development, design, deployment and implementation of a breadth of technologies, regardless of the manufacturer.

### Access Control

- Electronic access control systems
- Single card/credential
- Visitor management
- Physical Identity Access Management (PIAM)

### Intrusion

- Perimeter intrusion detection
- Virtual detection systems
- Burglar alarm

### Barrier & Control Systems & Equipment

- Locking hardware
- Fencing, bollards & barriers
- Turnstiles, man-traps & screening equipment
- Automated vehicle gates & crash barriers

### Communications Systems

- Fiber optic infrastructures
- Wireless communications
- Intercom/emergency notification/PA systems

### Video Surveillance

- Network/IP video systems
- Digital video recording
- Video analytics
- Thermal & IR camera technology
- High availability / redundancy solutions
- License plate recognition

### Identity Management Solutions

- Biometric identification
- Smart cards/HSPD-12/FIPS 201
- Automated vehicle identification
- Enterprise identity management solutions

### Alarm & Event Management

- Central station design (UL/FM)
- Integrated command & control centers
- Large format video controls & displays
- Physical Security Information Mgmt (PSIM)

### Fire & Life Safety Systems

- Fire alarm systems
- Smoke control systems
- Video smoke detection
- Wireless smoke detection
- Aspirating smoke detection
- Mass notification / emergency communications
- Integration to security and Building Management systems

### Security Systems Design Integration

- Building automation
- IT systems
- HR & business process databases
- SCIF facility design

### Building Wide Systems Integration

- Technology navigation
- Design assist services
- Technology contracting (procurement)
- Technology project management
- Systems integration and implementation services
- Use case design and implementation



## Experts who are up to the challenge

Name the vertical market. Education. Industrial. Transportation. Life sciences. Government. Energy. Healthcare. Utilities. Each one presents a unique set of challenges, regulations and compliance issues that impact your security and fire safety systems. Your local Johnson Controls security experts bring a breadth and depth of expertise to deliver the comprehensive security solution that's right for your facility.

As system integrators, we'll leverage partnerships and technologies to provide value and performance in complex integrations. And our knowledge of building systems, complemented by our technology contracting process, uniquely positions Johnson Controls as a true, trusted partner for your security and fire safety solution.



# A WORRY-FREE SYSTEM REQUIRES A WORRY-FREE SERVICE STRATEGY

Once the right technology is in place and you know your facility is protected, optimizing it offers even greater comfort, allowing you to focus on enterprise objectives. Johnson Controls will help protect your investments and assets with a customized service strategy with a Planned Service Agreement that offers the following benefits:

## **Reduces Downtime, Emergency Labor & Physical Loss**

Eliminate undiscovered failed equipment and protect against asset loss.

## **Ensures Compliance with Regulations**

We will help your business succeed by providing assistance with regulatory compliance.

## **Forecasts Budget Costs**

A planned service agreement helps to anticipate the cost of servicing your equipment.

## **Assists in Reducing Risks and Liability**

Consistent system checks identify threats and vulnerabilities in your system, which optimizes its effectiveness and documents due diligence efforts. Plus, ensures your systems work on demand as designed.

## **Extends Component Design Life**

Ensure critical maintenance work is done on schedule and identify potential problems before they become costly.

## **Ensures Service by Qualified Staff**

Our service team will take the time to understand your system needs and ensure that it delivers the performance you expect.

Johnson Controls can service and maintain any type of security system or equipment you may have.

### **Security and Fire Services**

#### **Security system maintenance programs**

- Software support agreements
- Security on-request service
- Retrofits and upgrades
- Security training services
- Risk assessment/security surveys
- Alarm and video monitoring
- Preventive maintenance
- Corrective maintenance

#### **Fire alarm system maintenance programs**

- Fire alarm system test and inspection
- Extinguishing system inspections
- Fire alarm permit service
- Compliance survey/audit
- Device sensitivity testing
- UL installation certification
- Preventive maintenance
- Corrective maintenance

P2000 Security Management System

# MAKING THE CASE FOR SITUATIONAL AWARENESS



# UNLOCK THE DOOR TO INTEGRATED SECURITY MANAGEMENT

Managing all of a facility's disparate security systems can be a daunting task, especially during an incident. Moving from system to system trying to assess the problem can cost valuable time. P2000's advanced situational awareness features can take many of the separate systems that your company uses and bring them together to give you a single overall picture of your building's security. Starting with powerful, native access control you can add intercoms, elevators, intrusion detection, video surveillance, and more, managing them all from P2000.

P2000 doesn't just receive alarms from integrated systems, it can also react to them. Complex interactions between separate systems can be managed by P2000, such as an alarm from an intrusion system in an area activating local lighting through the building management system, and bringing specific cameras to the forefront on the video security system. All of this is done without the user having to lift a finger. That's the power of P2000.



# PERSONALIZED SECURITY SOLUTIONS

Johnson Controls knows that no two installations are the same. P2000, available in three editions, has the right solution for every installation size, from just a few doors to thousands. Building on these easy to use, core access control components, P2000 has many optional integrations and components that let you expand the system to meet your needs. It can utilize equipment from dozens of manufacturers. Add integration to *Metasys*® building automation systems or one of the many supported video management systems. Intrusion, intercom, elevator access control and more are available as well. P2000 lets you design and manage your security system the way that makes sense for your business.



## Access Control

Control access to any area using standard access control hardware. P2000 can interface to door locks, turnstiles, and even gates.



## Building Automation

Use P2000's powerful *Metasys* integration to increase efficiency and lower costs. P2000 and *Metasys* can share information to know which areas of your building are occupied and adjust resources, such as HVAC and lighting, to conserve energy and save money.



## Elevator Control

P2000 can control elevator car and floor access for several manufacturers using high-level, direct communications with the elevator control system.



## Intercom

Use P2000's intercom integration to communicate with security personnel and building occupants.



## Fire and Life Safety

Interface with fire and life safety systems to monitor alarms in P2000.



## Video Security

Integrate with several vendors to control video systems and share alarms. Use video to trigger actions or as part of an action in P2000.



## Intrusion Detection

Receive information from intrusion detection systems and sensors such as glass break and motion detectors to know if an intruder has entered your secure areas. P2000 can even arm and disarm these systems.



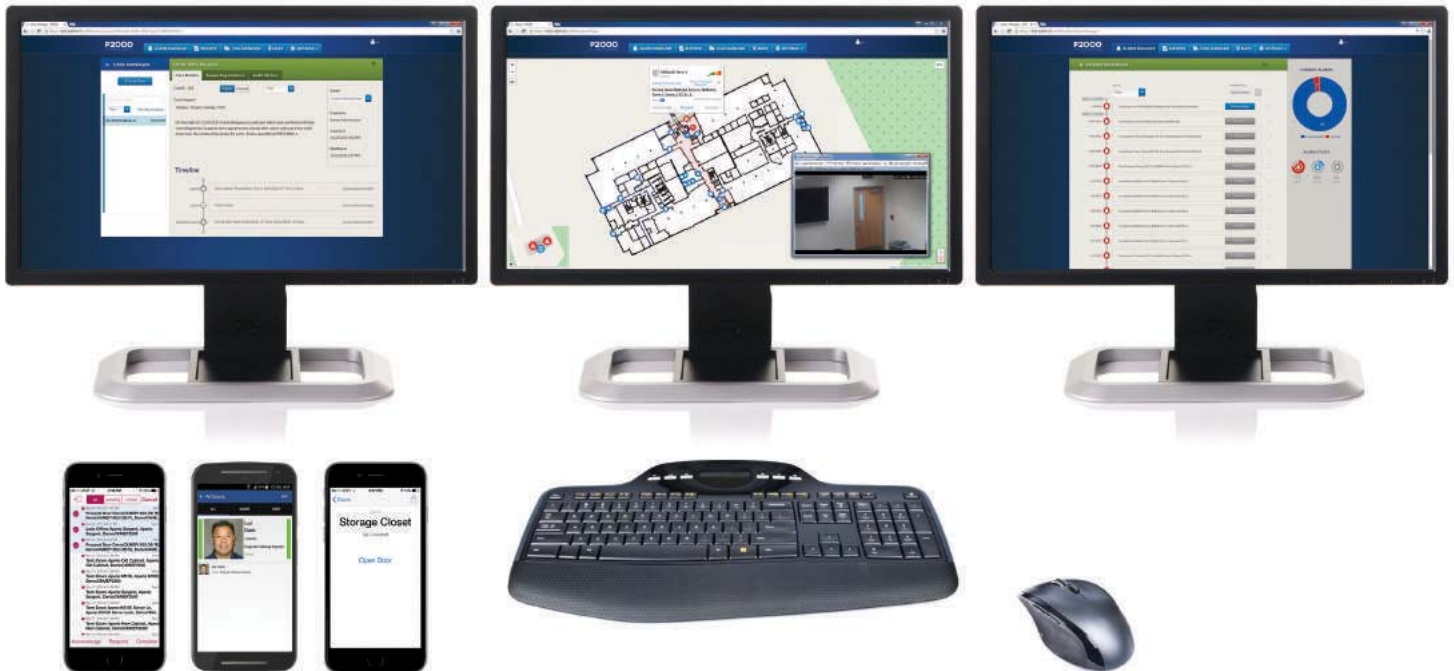
## And More

In addition to high-level integrations, P2000 is able to receive alarms through controller inputs and control devices through outputs.



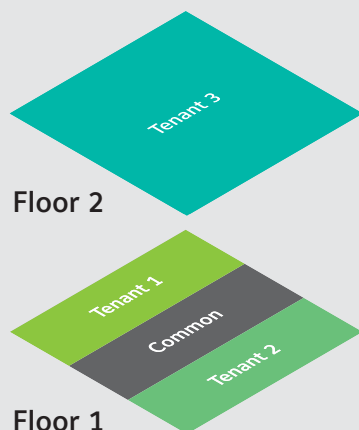
# INTUITIVE INTERFACE OPTIONS

P2000 has two new ways to keep an eye on your security – An advanced web-based user interface and a collection of mobile applications. Both of these easy to use interfaces let users accomplish tasks and respond to concerns without getting in the way.



## Multi-Tenant Database Partitioning

P2000 is great for multi-tenant sites. Using the superior permission options of P2000, each tenant can control their own areas as if they had their own independent system, such as managing cardholders, access rights, and viewing alarms, without affecting other tenant's areas. Not only does this provide a significant benefit to the tenant, but it also frees the building management from managing the day-to-day operations of each tenant's needs.



## Advanced Web-Based User Interface

Available as individual modules or as a full situational awareness suite, the advanced web-based user interface gives users a powerful way to view the overall status of their site's security and manage incidents from any supported web browser. Alarm Manager makes it easy for a P2000 user to view and respond to alarms and shows a dashboard of current alarms and alarm states. Maps allows operators to view and control system components from Geo-located maps, making it simple to move directly to alarm locations and make informed decisions. And if something does occur, Case Manager keeps all of the data pertaining to an incident in one organized location.

## Mobile Applications

Complementing the web-based user interface are three mobile applications available for Google® Android® and Apple® iOS™ mobile devices. Similar to Alarm Manager, the Alarms mobile application lets users on the go view and respond to alarms. Users can show all alarms or filter the list of alarms by pending or critical alarms. The Door Control mobile application lets users control doors while they are away from their desks. Users can lock, unlock, and lock or unlock doors for a duration of time based on their permissions. To make the process of controlling doors even easier, Door Control lets users give doors a custom name and save frequently used doors to a favorites list. The ID Viewer application lets users view the cardholder activity of a door to see who has been granted or denied access. Users can view a single door, groups of doors, or all doors depending on their permissions. Users can also filter activity by access grants and denials.

# OPEN HARDWARE SUPPORT

P2000 supports a multitude of access control hardware from a number of physical security providers. This lets you leverage some or all of the hardware you already own such as controllers, interface modules, readers and electronic locks. This can provide a faster, more cost effective way to upgrade to P2000 without the need to replace existing infrastructure.



## Johnson Controls CK721-A and S321-IP Access Controllers

The CK721-A and S321-IP are smart, powerful, and robust access controllers designed for P2000. Some features are only available with the deep integration with these controllers.

The S321-IP is a two-door access controller that can be used stand-alone, or as part of a larger P2000 system. It features all the standard inputs and outputs required for two separate doors such as readers, door position sensors, exit devices, and lock power switching. The S321-IP can also be used as a network-based input/output device.

The CK721-A is a powerful access controller capable of controlling up to 64 doors. It has no on-board door control, and instead uses RS-485 connected 2 and 8 door reader modules or input/output modules. The CK721-A also interfaces to several elevator systems for high-level integration.



## Johnson Controls Authentic Mercury Access Controllers

The Authentic Mercury CKM-EP Series access controllers are powerful, expandable, and open platform devices. These controllers also feature integrated intrusion detection control. P2000 also supports migrating your previously purchased Authentic Mercury EP-Series access controllers from other access control manufacturers, leveraging your security investment.

The CKM-EP1501 supports 17 doors with single door control on-board. It communicates with Authentic Mercury reader modules and input/output modules as well as Assa Abloy® Aperio® and Schlage® AD-Series devices over a single RS-485 port. The CKM-EP1501 is also power over Ethernet (PoE) capable and can be mounted in a standard three-gang electrical box.

The CKM-EP1502 supports 64 doors with control for two doors on-board. It communicates with Authentic Mercury reader modules and input/output modules as well as Assa Abloy Aperio devices over a single RS-485 port.

The CKM-EP2500 is a 64 door access controller with no on-board door control. It communicates with Authentic Mercury reader modules and input/output modules as well as Assa Abloy Aperio and Schlage AD-Series devices over two RS-485 ports allowing for more diverse installations.



## HID® Edge EVO® Access Controllers

HID access controllers are open-platform, single-door, PoE access controllers designed to provide decision making near to or at the door. These controllers use Hi-O® modules to provide additional functionality. Various models are available depending on credential, input/output, and secondary reader support. Some models feature integrated readers. P2000 also supports previous generation HID Edge® controllers.



## Intelligent Lock Systems from Assa Abloy and Stanley®

P2000 Supports two intelligent lock systems for decision making at the door without complicated wiring. The Assa Abloy system uses Wi-Fi or wired PoE locks that communicate over standard network infrastructure. The Stanley Omnilock® and Wi-Q™ locks use a special wireless portal gateway to communicate.

# BUILT WITH IT IN MIND

Today's modern security management lives in an IT world. Johnson Controls understands that. That's why P2000 addresses the concerns that IT administrators have when adding security to their infrastructure.

## Runs on Standard Microsoft® Platforms

P2000 also runs on standard Microsoft® Windows® platforms and SQL Server® databases. This gives you the choice of using security optimized servers and workstations from Johnson Controls or hardware that you already own.

## Active Directory and LDAP Authentication Support

P2000 lets IT administrators leverage their existing user profiles for P2000 workstation single sign in

## Distributed Database

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The archive and report server option allows up to 30 years of data retention and more powerful reporting options for multiple P2000 servers.

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## Configuration and Integration Capabilities

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  - ODBC SQL database
  - Email setup via SMTP
- **Building System Integration**
  - Video surveillance integration
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- **High-Availability**
  - Enterprise regional server architecture
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- **System Permissions**
  - Complex password requirements
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  - User permissions
  - Database partitioning
- **Usability**
  - Computer, web, and mobile clients
  - Built-in animated tutorial
  - Language translations

## Identity and Cardholder Management

- **Identity Information Management**
  - HR system integration
  - Visitor management
  - Custom card format creation
  - US Federal Identity, Credential, and Identity Management (FICAM) approved
- **Access Privilege Management**
  - User-definable approval process for cardholder modifications
  - Maximum inactive period
  - Badge temporary access
- **Compliance Management**
  - FDA 21 CFR Part 11 electronic records, electronic signature validation
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- **Video Badging**
  - Badge design and image capture
  - Printing & encoding
  - Auto badge number management

## Alarm and Event Management

- **Access Control Policy Enforcement**
  - Security threat level control
  - Elevator access control
  - Cabinet access control
- **Situational Awareness**
  - Interactive real-time maps
  - Area management
  - Guard tour tracking
- **Alarm Handling**
  - Alarm prioritization
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# COMPLETE LIFECYCLE SUPPORT

Johnson Controls delivers products, services and solutions that protect people, secure assets and lower operating costs in buildings for more than one million customers across the globe.

Working with clients and suppliers around the world to design and implement solutions that deliver simplicity of operation, enhanced effectiveness and cost-effective protection to customers like you is what we do.

We offer a comprehensive approach to creating and delivering safety and security solutions tailored to your specific needs, including fire and smoke detection, access control, video surveillance, perimeter protection, emergency response and master planning.

Operating from hundreds of local branch offices in more than 150 countries, we are a leading provider of equipment, controls and services for heating, ventilating, air-conditioning, refrigeration and security systems.

And all of that expertise and knowledge is ready to help you.

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P2000 SECURITY MANAGEMENT SYSTEM WITH AUTHENTIC MERCURY INTEGRATION

# Open new doors with Mercury security hardware from Johnson Controls



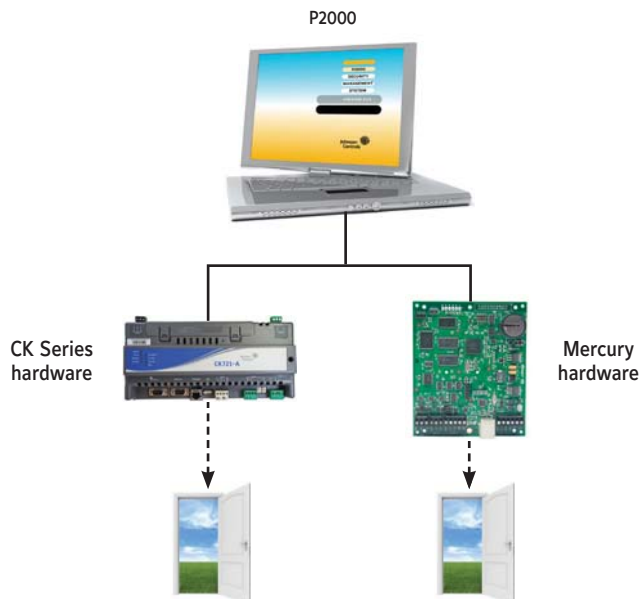
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Change over to the P2000 security management system with your existing Mercury EP Series hardware without the hassles:

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| - IDenticard        | - RedCloud     |
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- **Minimal software configuration** - P2000's ease of use and feature-rich integration to the Mercury hardware platform means that most setups can be completed with minimal setup and transition time.

# Mercury controllers, modules and accessories

## Network controllers



	CKM-EP2500	CKM-EP1502	CKM-EP1501
Protocol	RS485	RS485	Native Ethernet with PoE
Max # of doors	64	64	17
# of onboard reader ports	None	2	2* (single opening)
I/O Capability	8 in	8 In & 4 Out	2 In & 2 Output
# of Cardholders	500,000	240,000	240,000
# of Events	50,000	50,000	50,000
Wireless lock integration	Aperio and Schlage	Aperio	Aperio and Schlage

## Interface modules



	CKM-MR52	CKM-MR50	CKM-MR51e	MR16in & MR16out
Protocol	RS485	RS485	Native Ethernet w/ PoE	RS485
# of Reader Ports	2	1	2	N/A
Inputs	8	2	4	16
Outputs	6	2	2 PoE Out – 12VDC @700mA	16 Form C, 5A

## Intrusion display



	DM-21
Control	Arm & disarm areas and bypass zones
Display	32 character LCD display

## Multiplexer



	CKM-MUX-8
Input type	RS-232 or RS-485
Communication channels	8 x RS-485

# Mercury enclosures and pre-configured panels

## Enclosures



	CKM-FPO150-E4M	CKM-FPO75-E2M	CKM-FPO75-E1M
Size	20" x 24" x 4.5"	16" x 20" x 4.5"	12" x 14" x 4.5"
Power supply	CKM-FPO150 (150 W)	CKM-FPO75 (75 W)	CKM-FPO75 (75 W)
Boards accommodated	EP2500, EP150x, MR5xx	EP2500, EP150x, MR5xx	EP1501, MR51e
Maximum expansion	5 boards (6 without power supply)	3 boards	3 boards
Weight empty	22 lbs.	18 lbs.	7.7 lbs.
Battery accommodation	Holds standard 12 Ah battery	Holds standard 12 Ah battery	Holds standard 12 Ah battery
Other features	Keyed lock & tamper switch	Keyed lock & tamper switch	Keyed lock & tamper switch

## Pre-configured panels



	SPF1I300-1J00	SPF1I000-1I00	SPF10000-1I00	SPH10000-1H00	SPE10000-1H00
Enclosure Model	CKM-FPO150-E4M	CKM-FPO75-E2M	CKM-FPO75-E2M	CKM-FPO75-E1M	CKM-FPO75-E1M
Enclosure Size	20" x 24" x 4.5"	16" x 20" x 4.5"	16" x 20" x 4.5"	12" x 14" x 4.5"	12" x 14" x 4.5"
Boards included	1 x EP2500 3 x MR52	1 x EP2500 1 x MR52	1 x EP2500	1 x MR51e	1 x EP1501
Power supply	CKM-FPO150 with distribution module	CKM-FPO75 with distribution module	CKM-FPO75 with distribution module	CKM-FPO75 with distribution module	CKM-FPO75 with distribution module
# of Readers	6	Up to 4	Up to 4	1	2
Empty Slots	1	1	2	0	0

Contact your local Johnson Controls  
Account Executive to *Open New Doors*  
for your organization today.

1-866-893-0423 OR EMAIL [BE-SECURITY@JCI.COM](mailto:BE-SECURITY@JCI.COM)



Security and Fire Safety

PROTECT PEOPLE.  
SAFEGUARD ASSETS.  
INCREASE EFFICIENCIES.





# THE POWER OF INTEGRATION

A safe, secure environment is a comfortable, productive environment. Your facility's security and fire safety systems must perform flawlessly. No glitches. No unexpected downtime. No interruptions. Because when occupants feel safe and assets are protected, risks are minimized and efficiencies are maximized.

Johnson Controls works with customers worldwide to develop comprehensive, cost-effective security and fire safety solutions. Small and large. Simple and complex.

As a building wide technology integrator and a strategic business partner, we look at how to both implement the appropriate technologies and protect your investment long term. So you can be sure that your facility, whether it's a school, hospital, transportation hub, industrial site or corporate headquarters, is ready for whatever the future brings.

## Johnson Controls Building Lifecycle Strategy

Our process engages you from the project's beginning and throughout the lifecycle of the facility. The goal is to deliver long-term system optimization that mitigates risk, assures compliance and reduces total cost of ownership.

### This approach covers the following steps:

- Identify & Assess
- Deploy & Manage
- Support & Maintain
- Retrofit & Replace

Johnson Controls will work with you at the level of partnership you're comfortable with.





## Security and Fire Safety Solutions

We provide support for the development, design, deployment and implementation of a breadth of technologies, regardless of the manufacturer.

### Access Control

- Electronic access control systems
- Single card/credential
- Visitor management
- Physical Identity Access Management (PIAM)

### Intrusion

- Perimeter intrusion detection
- Virtual detection systems
- Burglar alarm

### Barrier & Control Systems & Equipment

- Locking hardware
- Fencing, bollards & barriers
- Turnstiles, man-traps & screening equipment
- Automated vehicle gates & crash barriers

### Communications Systems

- Fiber optic infrastructures
- Wireless communications
- Intercom/emergency notification/PA systems

### Video Surveillance

- Network/IP video systems
- Digital video recording
- Video analytics
- Thermal & IR camera technology
- High availability / redundancy solutions
- License plate recognition

### Identity Management Solutions

- Biometric identification
- Smart cards/HSPD-12/FIPS 201
- Automated vehicle identification
- Enterprise identity management solutions

### Alarm & Event Management

- Central station design (UL/FM)
- Integrated command & control centers
- Large format video controls & displays
- Physical Security Information Mgmt (PSIM)

### Fire & Life Safety Systems

- Fire alarm systems
- Smoke control systems
- Video smoke detection
- Wireless smoke detection
- Aspirating smoke detection
- Mass notification / emergency communications
- Integration to security and Building Management systems

### Security Systems Design Integration

- Building automation
- IT systems
- HR & business process databases
- SCIF facility design

### Building Wide Systems Integration

- Technology navigation
- Design assist services
- Technology contracting (procurement)
- Technology project management
- Systems integration and implementation services
- Use case design and implementation



## Experts who are up to the challenge

Name the vertical market. Education. Industrial. Transportation. Life sciences. Government. Energy. Healthcare. Utilities. Each one presents a unique set of challenges, regulations and compliance issues that impact your security and fire safety systems. Your local Johnson Controls security experts bring a breadth and depth of expertise to deliver the comprehensive security solution that's right for your facility.

As system integrators, we'll leverage partnerships and technologies to provide value and performance in complex integrations. And our knowledge of building systems, complemented by our technology contracting process, uniquely positions Johnson Controls as a true, trusted partner for your security and fire safety solution.



# A WORRY-FREE SYSTEM REQUIRES A WORRY-FREE SERVICE STRATEGY

Once the right technology is in place and you know your facility is protected, optimizing it offers even greater comfort, allowing you to focus on enterprise objectives. Johnson Controls will help protect your investments and assets with a customized service strategy with a Planned Service Agreement that offers the following benefits:

## **Reduces Downtime, Emergency Labor & Physical Loss**

Eliminate undiscovered failed equipment and protect against asset loss.

## **Ensures Compliance with Regulations**

We will help your business succeed by providing assistance with regulatory compliance.

## **Forecasts Budget Costs**

A planned service agreement helps to anticipate the cost of servicing your equipment.

## **Assists in Reducing Risks and Liability**

Consistent system checks identify threats and vulnerabilities in your system, which optimizes its effectiveness and documents due diligence efforts. Plus, ensures your systems work on demand as designed.

## **Extends Component Design Life**

Ensure critical maintenance work is done on schedule and identify potential problems before they become costly.

## **Ensures Service by Qualified Staff**

Our service team will take the time to understand your system needs and ensure that it delivers the performance you expect.

Johnson Controls can service and maintain any type of security system or equipment you may have.

### **Security and Fire Services**

#### **Security system maintenance programs**

- Software support agreements
- Security on-request service
- Retrofits and upgrades
- Security training services
- Risk assessment/security surveys
- Alarm and video monitoring
- Preventive maintenance
- Corrective maintenance

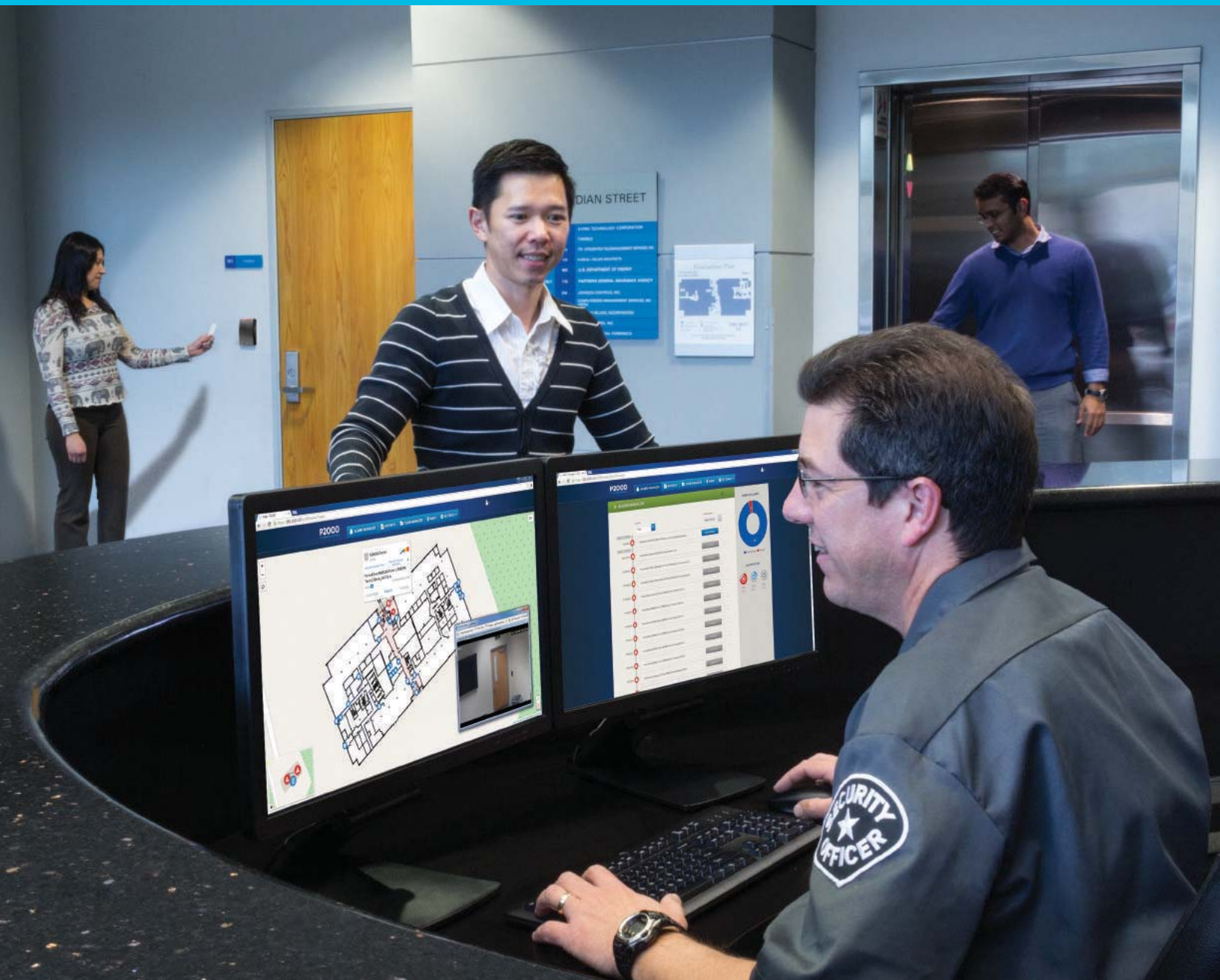
#### **Fire alarm system maintenance programs**

- Fire alarm system test and inspection
- Extinguishing system inspections
- Fire alarm permit service
- Compliance survey/audit
- Device sensitivity testing
- UL installation certification
- Preventive maintenance
- Corrective maintenance



P2000 Security Management System

# MAKING THE CASE FOR SITUATIONAL AWARENESS



# UNLOCK THE DOOR TO INTEGRATED SECURITY MANAGEMENT

Managing all of a facility's disparate security systems can be a daunting task, especially during an incident. Moving from system to system trying to assess the problem can cost valuable time. P2000's advanced situational awareness features can take many of the separate systems that your company uses and bring them together to give you a single overall picture of your building's security. Starting with powerful, native access control you can add intercoms, elevators, intrusion detection, video surveillance, and more, managing them all from P2000.

P2000 doesn't just receive alarms from integrated systems, it can also react to them. Complex interactions between separate systems can be managed by P2000, such as an alarm from an intrusion system in an area activating local lighting through the building management system, and bringing specific cameras to the forefront on the video security system. All of this is done without the user having to lift a finger. That's the power of P2000.



# PERSONALIZED SECURITY SOLUTIONS

Johnson Controls knows that no two installations are the same. P2000, available in three editions, has the right solution for every installation size, from just a few doors to thousands. Building on these easy to use, core access control components, P2000 has many optional integrations and components that let you expand the system to meet your needs. It can utilize equipment from dozens of manufacturers. Add integration to *Metasys*® building automation systems or one of the many supported video management systems. Intrusion, intercom, elevator access control and more are available as well. P2000 lets you design and manage your security system the way that makes sense for your business.



## Access Control

Control access to any area using standard access control hardware. P2000 can interface to door locks, turnstiles, and even gates.



## Building Automation

Use P2000's powerful *Metasys* integration to increase efficiency and lower costs. P2000 and *Metasys* can share information to know which areas of your building are occupied and adjust resources, such as HVAC and lighting, to conserve energy and save money.



## Elevator Control

P2000 can control elevator car and floor access for several manufacturers using high-level, direct communications with the elevator control system.



## Intercom

Use P2000's intercom integration to communicate with security personnel and building occupants.



## Fire and Life Safety

Interface with fire and life safety systems to monitor alarms in P2000.



## Video Security

Integrate with several vendors to control video systems and share alarms. Use video to trigger actions or as part of an action in P2000.



## Intrusion Detection

Receive information from intrusion detection systems and sensors such as glass break and motion detectors to know if an intruder has entered your secure areas. P2000 can even arm and disarm these systems.



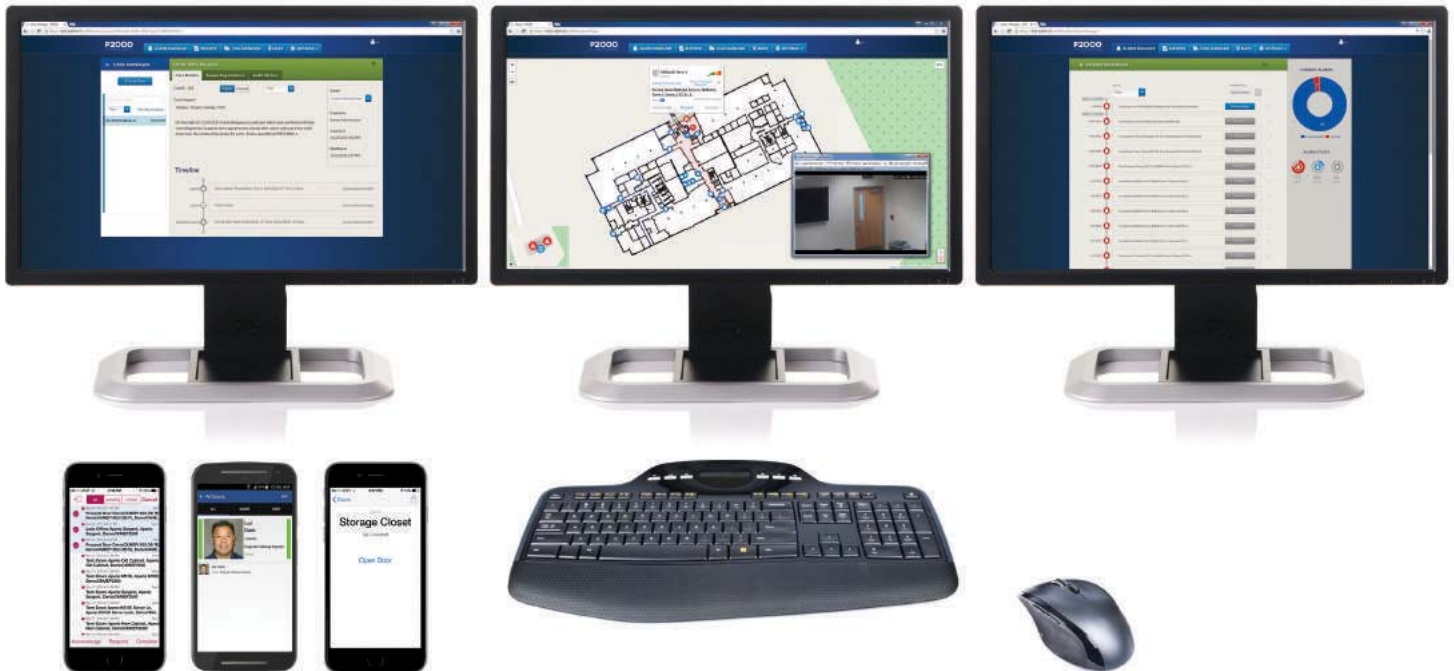
## And More

In addition to high-level integrations, P2000 is able to receive alarms through controller inputs and control devices through outputs.



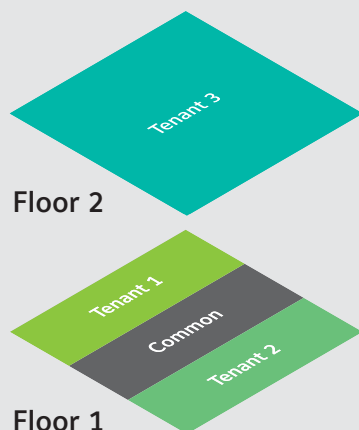
# INTUITIVE INTERFACE OPTIONS

P2000 has two new ways to keep an eye on your security – An advanced web-based user interface and a collection of mobile applications. Both of these easy to use interfaces let users accomplish tasks and respond to concerns without getting in the way.



## Multi-Tenant Database Partitioning

P2000 is great for multi-tenant sites. Using the superior permission options of P2000, each tenant can control their own areas as if they had their own independent system, such as managing cardholders, access rights, and viewing alarms, without affecting other tenant's areas. Not only does this provide a significant benefit to the tenant, but it also frees the building management from managing the day-to-day operations of each tenant's needs.



## Advanced Web-Based User Interface

Available as individual modules or as a full situational awareness suite, the advanced web-based user interface gives users a powerful way to view the overall status of their site's security and manage incidents from any supported web browser. Alarm Manager makes it easy for a P2000 user to view and respond to alarms and shows a dashboard of current alarms and alarm states. Maps allows operators to view and control system components from Geo-located maps, making it simple to move directly to alarm locations and make informed decisions. And if something does occur, Case Manager keeps all of the data pertaining to an incident in one organized location.

## Mobile Applications

Complementing the web-based user interface are three mobile applications available for Google® Android® and Apple® iOS™ mobile devices. Similar to Alarm Manager, the Alarms mobile application lets users on the go view and respond to alarms. Users can show all alarms or filter the list of alarms by pending or critical alarms. The Door Control mobile application lets users control doors while they are away from their desks. Users can lock, unlock, and lock or unlock doors for a duration of time based on their permissions. To make the process of controlling doors even easier, Door Control lets users give doors a custom name and save frequently used doors to a favorites list. The ID Viewer application lets users view the cardholder activity of a door to see who has been granted or denied access. Users can view a single door, groups of doors, or all doors depending on their permissions. Users can also filter activity by access grants and denials.



# OPEN HARDWARE SUPPORT

P2000 supports a multitude of access control hardware from a number of physical security providers. This lets you leverage some or all of the hardware you already own such as controllers, interface modules, readers and electronic locks. This can provide a faster, more cost effective way to upgrade to P2000 without the need to replace existing infrastructure.



## Johnson Controls CK721-A and S321-IP Access Controllers

The CK721-A and S321-IP are smart, powerful, and robust access controllers designed for P2000. Some features are only available with the deep integration with these controllers.

The S321-IP is a two-door access controller that can be used stand-alone, or as part of a larger P2000 system. It features all the standard inputs and outputs required for two separate doors such as readers, door position sensors, exit devices, and lock power switching. The S321-IP can also be used as a network-based input/output device.

The CK721-A is a powerful access controller capable of controlling up to 64 doors. It has no on-board door control, and instead uses RS-485 connected 2 and 8 door reader modules or input/output modules. The CK721-A also interfaces to several elevator systems for high-level integration.



## Johnson Controls Authentic Mercury Access Controllers

The Authentic Mercury CKM-EP Series access controllers are powerful, expandable, and open platform devices. These controllers also feature integrated intrusion detection control. P2000 also supports migrating your previously purchased Authentic Mercury EP-Series access controllers from other access control manufacturers, leveraging your security investment.

The CKM-EP1501 supports 17 doors with single door control on-board. It communicates with Authentic Mercury reader modules and input/output modules as well as Assa Abloy® Aperio® and Schlage® AD-Series devices over a single RS-485 port. The CKM-EP1501 is also power over Ethernet (PoE) capable and can be mounted in a standard three-gang electrical box.

The CKM-EP1502 supports 64 doors with control for two doors on-board. It communicates with Authentic Mercury reader modules and input/output modules as well as Assa Abloy Aperio devices over a single RS-485 port.

The CKM-EP2500 is a 64 door access controller with no on-board door control. It communicates with Authentic Mercury reader modules and input/output modules as well as Assa Abloy Aperio and Schlage AD-Series devices over two RS-485 ports allowing for more diverse installations.



## HID® Edge EVO® Access Controllers

HID access controllers are open-platform, single-door, PoE access controllers designed to provide decision making near to or at the door. These controllers use Hi-O® modules to provide additional functionality. Various models are available depending on credential, input/output, and secondary reader support. Some models feature integrated readers. P2000 also supports previous generation HID Edge® controllers.



## Intelligent Lock Systems from Assa Abloy and Stanley®

P2000 Supports two intelligent lock systems for decision making at the door without complicated wiring. The Assa Abloy system uses Wi-Fi or wired PoE locks that communicate over standard network infrastructure. The Stanley Omnilock® and Wi-Q™ locks use a special wireless portal gateway to communicate.

# BUILT WITH IT IN MIND

Today's modern security management lives in an IT world. Johnson Controls understands that. That's why P2000 addresses the concerns that IT administrators have when adding security to their infrastructure.

## Runs on Standard Microsoft® Platforms

P2000 also runs on standard Microsoft® Windows® platforms and SQL Server® databases. This gives you the choice of using security optimized servers and workstations from Johnson Controls or hardware that you already own.

## Active Directory and LDAP Authentication Support

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## Distributed Database

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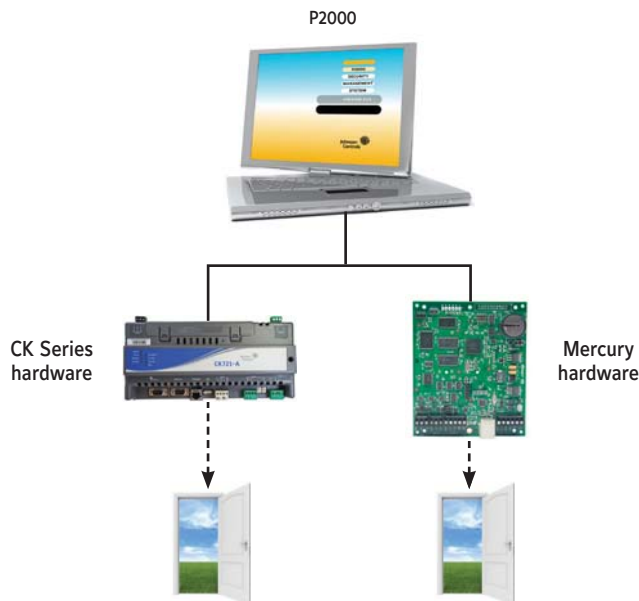
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# Mercury controllers, modules and accessories

## Network controllers



	CKM-EP2500	CKM-EP1502	CKM-EP1501
Protocol	RS485	RS485	Native Ethernet with PoE
Max # of doors	64	64	17
# of onboard reader ports	None	2	2* (single opening)
I/O Capability	8 in	8 In & 4 Out	2 In & 2 Output
# of Cardholders	500,000	240,000	240,000
# of Events	50,000	50,000	50,000
Wireless lock integration	Aperio and Schlage	Aperio	Aperio and Schlage

## Interface modules



	CKM-MR52	CKM-MR50	CKM-MR51e	MR16in & MR16out
Protocol	RS485	RS485	Native Ethernet w/ PoE	RS485
# of Reader Ports	2	1	2	N/A
Inputs	8	2	4	16
Outputs	6	2	2 PoE Out – 12VDC @700mA	16 Form C, 5A

## Intrusion display



	DM-21
Control	Arm & disarm areas and bypass zones
Display	32 character LCD display

## Multiplexer



	CKM-MUX-8
Input type	RS-232 or RS-485
Communication channels	8 x RS-485

# Mercury enclosures and pre-configured panels

## Enclosures



	CKM-FPO150-E4M	CKM-FPO75-E2M	CKM-FPO75-E1M
Size	20" x 24" x 4.5"	16" x 20" x 4.5"	12" x 14" x 4.5"
Power supply	CKM-FPO150 (150 W)	CKM-FPO75 (75 W)	CKM-FPO75 (75 W)
Boards accommodated	EP2500, EP150x, MR5xx	EP2500, EP150x, MR5xx	EP1501, MR51e
Maximum expansion	5 boards (6 without power supply)	3 boards	3 boards
Weight empty	22 lbs.	18 lbs.	7.7 lbs.
Battery accommodation	Holds standard 12 Ah battery	Holds standard 12 Ah battery	Holds standard 12 Ah battery
Other features	Keyed lock & tamper switch	Keyed lock & tamper switch	Keyed lock & tamper switch

## Pre-configured panels



	SPF1I300-1J00	SPF1I000-1I00	SPF10000-1I00	SPH10000-1H00	SPE10000-1H00
Enclosure Model	CKM-FPO150-E4M	CKM-FPO75-E2M	CKM-FPO75-E2M	CKM-FPO75-E1M	CKM-FPO75-E1M
Enclosure Size	20" x 24" x 4.5"	16" x 20" x 4.5"	16" x 20" x 4.5"	12" x 14" x 4.5"	12" x 14" x 4.5"
Boards included	1 x EP2500 3 x MR52	1 x EP2500 1 x MR52	1 x EP2500	1 x MR51e	1 x EP1501
Power supply	CKM-FPO150 with distribution module	CKM-FPO75 with distribution module	CKM-FPO75 with distribution module	CKM-FPO75 with distribution module	CKM-FPO75 with distribution module
# of Readers	6	Up to 4	Up to 4	1	2
Empty Slots	1	1	2	0	0

Contact your local Johnson Controls  
Account Executive to *Open New Doors*  
for your organization today.

1-866-893-0423 OR EMAIL [BE-SECURITY@JCI.COM](mailto:BE-SECURITY@JCI.COM)

# Life safety solutions

PROTECTING EVERY SINGLE ASSET



# Tailored to your specific needs

Johnson Controls has been in the building controls and facility management business for more than 100 years. Building owners trust Johnson Controls to protect their important investments because we know more about building operations than any other company. We recognize the critical role of the life-safety system in



your business and its contribution to your continuing operations. And, we understand that uncompromised protection of your employees, customers, and other building occupants is vital. Johnson Controls is committed to protecting people and property, and we set the industry standard

for quality, responsiveness and reliability in life-safety systems. As a result, you'll find our life-safety solutions at work in facilities around the world.

Johnson Controls life-safety solutions range from stand-alone panels to networked systems integrated with your building management systems. We incorporate the latest technologies such as centralized control, interactive video, identity credentialing and video-based detection for an added level of protection, compliance with government standards, and to assist first responders. Whether you need systems for a single-story building or a multi-building campus, we can tailor a solution to fit your needs.

## Life-safety for the lifecycle of your building

Johnson Controls goal is to provide integrated building systems technologies that deliver value greater than the sum of the individual parts. When your life-safety system works in cooperation with other building systems, you minimize risk and maximize building efficiency and productivity. Best of all, with Johnson Controls, you can add to or update your life-safety system any time throughout your building's lifecycle.

**Construction phase:** This is the ideal time to integrate a Johnson Controls life-safety system with other building technologies. We know how important it is that your life-safety system is ready when you need it, and we work to meet or improve project schedules and budgets.

### **Building Expansion/Retrofit:**

Minimize cost and optimize your system's performance. Our expert knowledge of different systems means you'll get the best technology available to work with your system.

**Building lifetime:** Throughout the lifecycle of your investment, we offer the widest range of service and support capabilities, including:

- Trained and responsive service personnel
- Routine, preventive and predictive maintenance
- Test and inspection programs
- Hardware and software upgrades
- Operator training
- Spare parts
- UL-listed central monitoring



# Intelligent fire control panels for life

Instead of reporting alarms by general location or zones, Johnson Controls Intelligent Fire Controllers (IFC) can zero in on each device and identify its specific location and status, saving time and confusion in an emergency. As your business needs change, the modular design of our controllers lets you network additional panels or add new devices as your facility grows. This flexibility means substantial cost savings in your investment.

Best of all, you can integrate IFC systems into Johnson Controls Metasys® building management system. The result is a single network that seamlessly integrates your life-safety and building controls systems, providing greater visibility and control over the performance of your building.

Choose from a broad range of IFC panels that can be tailored to your needs. Johnson Controls offers intelligent addressable systems ranging from small single panel systems to complete, networkable solutions for large-scale applications.



## **Superior performance on a smaller scale**

The IFC-320 is designed to bring sophistication and superior performance to smaller applications. Auto-programming features allow fire protection to be established in seconds. Additional programming is quick and easy and patented technology makes the IFC-320 exceed worldwide code requirements for response time.

## **Flexibility to suit your needs**

The IFC2-640 is designed with modularity and ease of systems planning in mind. Whether your facility simply requires a stand-alone or medium-to-large system or a large integrated network, the IFC2-640 is flexible enough to suit most applications.

## **Capacity and performance**

The IFC2-3030 adapts to your building's changing needs. Add just a few options for medium-sized buildings, or network several panels for larger applications. Take advantage of the latest in hardware, software and networking technologies to meet a wide range of project specifications.

## IFC-320 System



- RS-232
- EIA-485
- SLC
- NFN

## IFC2-640 System

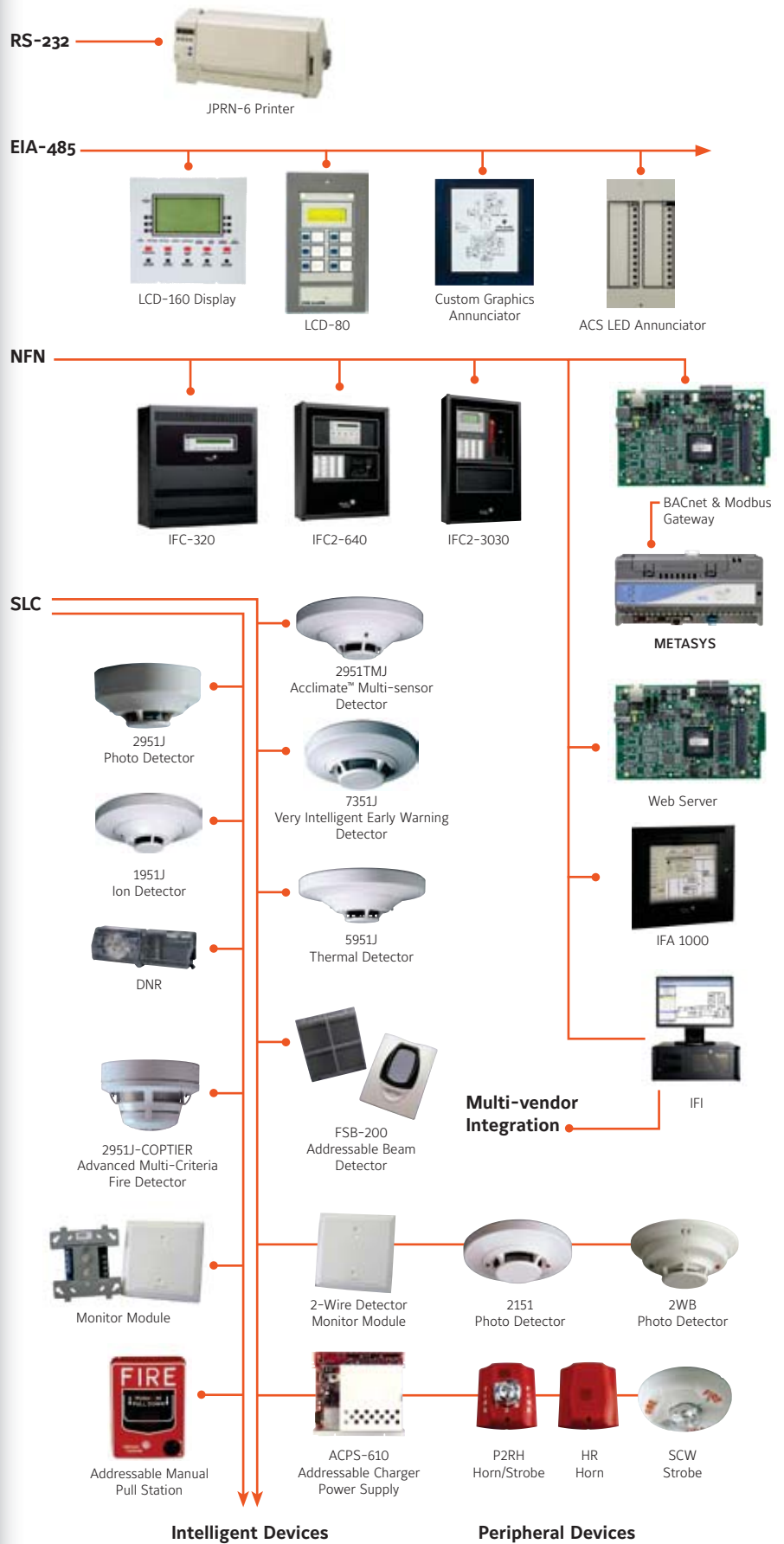


- RS-232
- EIA-485
- SLC
- NFN

## IFC2-3030 System



- RS-232
- EIA-485
- SLC
- NFN



# Intelligent fire control panel capabilities

## General

- Multiple annunciation options provide the type of information and control you need
- FlashScan® fully digital, high-precision protocol, intelligent detectors improve fire protection and reduce maintenance costs
- Network compatible with existing IFC panel installations
- Autoprogram feature provides immediate fire protection in new installations
- Multiple programming options make on-site or off-site programming and editing fast and easy
- Network option supports IFC-320, IFC-640, IFC2-640, IFC-1010, IFC-2020, IFC-3030, IFC2-3030, JNCA-2 Network Annunciator, and Intelligent Fire Workstation using wire or fiber
- Seamless integration to the Metasys® building management system and others using industry standard BACnet™ and Modbus protocols
- Flash memory eliminates need to change EPROMs
- Built-in Degraded Mode capable of general alarms even if CPU fails
- Automatic detector test
- Detector maintenance alert
- Johnson Controls Web Server (JWS-3): Optional web-based device that acts as an HTML server that allows remote access to the IFC Network via the Internet or an Intranet. User can view the history of a fire alarm control panel (FACP), event status, device properties, and other information based on pre-defined access permissions. All data available is a "snapshot" of the data on the IFC Network at the time the browser requested the information.
- UL 864 9th edition listed

## IFC-320

- Supports up to 318 intelligent, addressable devices
- Supports one Signaling Line Circuit (SLC) with up to 159 detectors and 159 modules per loop
- Releasing features: 10 independent hazards, sophisticated cross zone, delay timer and discharge timers, abort (four options), low-pressure CO<sub>2</sub> listed
- 800-event capacity in non-volatile memory, plus 200-event alarm-only file
- Powerful Boolean logic equations

## IFC2-640

- Supports up to 636 intelligent, addressable devices
- Supports one to two Signaling Line Circuits (SLC) with up to 159 detectors and 159 modules per loop
- Voice and telephone features available via networked DVC: Eight channels of high quality, digital audio used for emergency paging and simultaneous broadcasting of multiple messages; standard or customizable audio files; five channels of firefighter telephone; 50- or 75-watt amplifiers with four outputs per amplifier
- Releasing features: 10 independent hazards, sophisticated cross zone, delay timer and discharge timers, abort (four options), low-pressure CO<sub>2</sub> listed
- 800-event capacity in non-volatile memory, plus 200-event alarm-only file
- Powerful Boolean logic equations

## IFC2-3030

- Supports up to 3,180 intelligent, addressable devices
- Supports one to ten Signaling Line Circuits (SLC) with up to 159 detectors and 159 modules per loop
- Standard 640 character LCD
- Voice and telephone features: Eight channels of high quality, digital audio used for emergency paging and simultaneous broadcasting of multiple messages; standard or customizable audio files; five channels of firefighter telephone; 50- or 75-watt amplifiers with four outputs per amplifier
- Releasing features: 10 independent hazards, sophisticated cross-zone, delay timer and discharge timers, abort (four options)
- 4000-event capacity in non-volatile memory, plus 1000-event alarm-only file
- Advanced history filters allow sorting by event, time, date or address
- 1000 powerful Boolean logic equations

# Intelligent fire system solutions



## IFI – Intelligent Fire Integrator

The IFI is a single point of control for your fire and life safety systems. This integrated facilities monitoring network links your IFC series fire alarm system to other 3rd party systems. From a single workstation, your facility manager can view and manage diverse systems from different manufacturers using an intuitive graphical user interface.



## IFA 1000 – Intelligent Fire Annunciator

The IFA 1000 is an interactive video display system that allows firefighters and other emergency responders to quickly and accurately access potentially lifesaving information from a building lobby. The information is accessed via a wall-mounted touch-screen that displays the entire floor plan with the location of active alarm system devices, potential hazards, additional access and egress routes, as well as standpipe, stairway, and emergency shut-off locations.



## IFV 1000 – Intelligent Fire Video

The IFV 1000 is a digital video analytics system that can use your existing CCTV infrastructure. This standalone, secondary monitoring system can detect and verify fires in your facilities earlier than conventional fire control systems. It's ideal for any enterprise that has critical assets, large spaces, or remote sites where early fire and smoke detection are critical.



## JWS-3 – Web Server

The JWS-3 is an optional web-based device that acts as an HTML server, which allows remote access to the IFC Network via the Internet or an Intranet. The user can view the history of a fire alarm control panel, event status, device properties, and other information based on pre-defined access permissions. All data available is a "snap-shot" of the data on the IFC Network at the time the browser requested the information.



## DVC – Digital Voice Command

The DVC is a multi-channel digital audio evacuation, paging and firefighter's telephone system designed for use with the IFC2-3030 fire control panel. The system can simultaneously broadcast multiple, distinct messages throughout your facility or in selected areas to ensure the right people have the right information during an emergency. The DVC delivers eight channels of quality digital audio for live paging, and up to five channels of firefighter's telephone operation for communication between emergency responders. (The DVC is shown at left with IFC2-3030)



# Advanced technologies for increased protection

## ExitPoint™ Directional Sounder

### The Audible Exit Sign with Voice Messaging

- Uses voice messages and broadband noise to pinpoint perimeter building exits, guiding building occupants quickly along escape routes.
- Language independent
- Ideal for people in unfamiliar surroundings or with poor visibility
- Works in open areas, corridors or stairs
- Reduces evacuation times by as much as 75 percent
- Triggered by existing fire systems
- Five field-selectable power settings
- Four field-selectable routing evacuation patterns
- Low profile, compact design
- Listed to UL 464, ULC, FM, MEA and CSFM



## SpectrAlert® Advance

### Selectable-output speakers, horns, strobes, and horn/strobes

- Plug-in design; bases wire separately
- Universal mounting mounting plate for wall and ceiling units
- Field-selectable candela settings on wall and ceiling units:
  - Standard: 15, 15/75, 30, 75, 95, 110, 115
  - High: 135, 150, 177, 185
- Rotary switch simplifies field selection of speaker voltage and power settings
- Electrically compatible with existing SpectrAlert products
- Captive mounting screw
- Tamper resistance capability
- Automatic selection of 12- or 24-volt operation at 15 and 15/75 candela
- Outdoor wall and ceiling products rated from -40° to 151°F
- Shorting spring on mounting plate for continuity check before installation



## 2951MJ Acclimate™ Multi-Sensor

### Low-Profile Intelligent Detector

The 2951MJ Acclimate™ detector uses a combination of photoelectric and thermal sensing technologies that are designed to increase immunity to false alarms. A microprocessor in the detector head processes alarm data and adjusts the detector's sensitivity to the environment automatically, without needing operator intervention or control panel programming. The Acclimate detector is especially useful anywhere the use of a particular area may change.



## 7351J Very Intelligent Early Warning (VIEW®)

### Laser Smoke Detector

The 7351J VIEW® laser detector provides a revolutionary advance in early warning smoke detection technology.

Its unique design, combined with intelligent sensing algorithms of the IFC series panels, allows smoke detection that is up to 50 times higher than photoelectric technology. Even set at extremely high sensitivity, the 7351J can reject false signals caused by dust, lint and small insects. Its performance is comparable to present aspiration technology, at a substantially lower installed cost.



## 2951J-COPTIR - Area Smoke Detector

### Multi-Criteria Fire Detector

Advanced Multi-Criteria Fire Detector combines four detection methods, (Photoelectric, Carbon monoxide, Infrared and Heat) and then uses advanced algorithms to adjust itself and respond to changing environmental conditions. It senses fire in all environments and provides the best immunity to nuisance alarm threats. The Advanced Multi-Criteria Fire Detector is accurate, precise and ideal when it's imperative to know when a fire is a fire.





## Intelligent fire control panels at a glance

	IFC-320	IFC2-640	IFC2-3030
<b>SLC Protocol Capability</b>			
Maximum number of SLCs	1	2	10
CLIP Capable	Yes	Yes	Yes
FlashScan™ Capable	Yes	Yes	Yes
SLC Autoprogram	Yes	Yes	Yes
<b>Metasys Networking Compatibility</b>			
NFN Compatible	Yes	Yes	Yes
<b>Audio Capability</b>			
Standalone Digital Audio Capable	No	Yes	Yes
Networked Digital Audio Capable	Yes	Yes	Yes
<b>Programming Options</b>			
Software Zones	99	99	1000
Logic Zones	20	20	1000
Releasing Zones	10	10	10
Main Power Supply Battery Capacity	18-200AH	18-200AH	18-200AH
<b>Display Options</b>			
80 Character	Yes	Yes	No
640 Character	No	Yes	Yes
Displayless	No	Yes	Yes
Remote LCD Annunciator	80 character	80 character	640 character

For more information visit [www.johnsoncontrols.com/security](http://www.johnsoncontrols.com/security)

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UL® is a registered trademark of Underwriters Laboratories, Inc.

BUILDING WIDE SYSTEMS INTEGRATION

# POWERED BY BRAINS



**Your building has a central nervous system. And it's all powered by the technological equivalent of a brain.** Just as you build a physical infrastructure to accommodate a future workforce, it's also essential to install the intelligent infrastructure and bandwidth that will handle future innovation. Not to mention the evolving demands and expectations of a technology savvy staff. By leveraging convergence of building, business and specialty systems from the beginning, you can have a bigger impact on first and lifecycle costs, and enhance the functional capabilities for your business. Simply put, it's a smarter way to build.

# INNOVATION FOR THE LIFE OF YOUR BUILDING

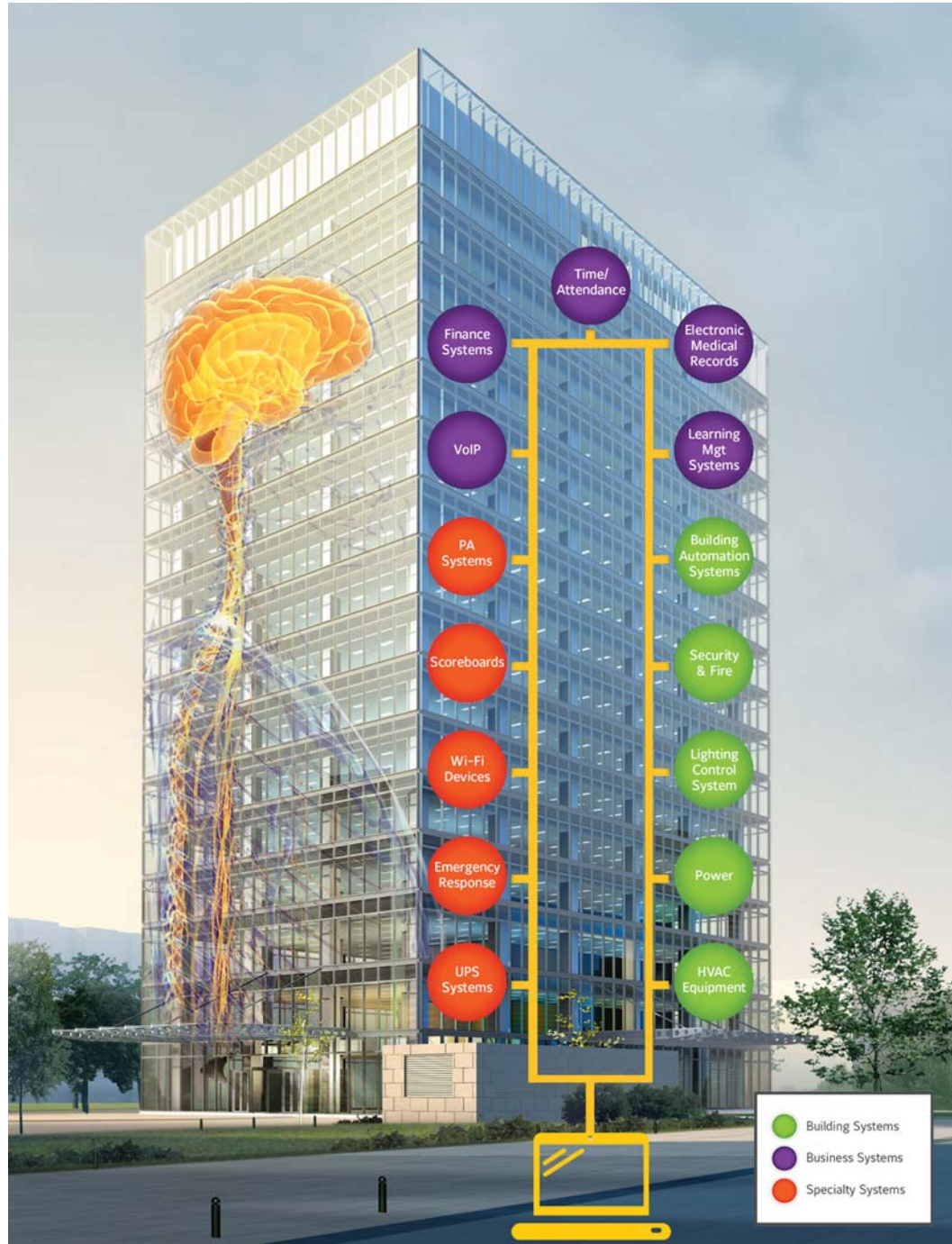
Every building begins somewhere. A brainstorm. A sketch on a napkin. A dream in the night. No matter how it starts, a building ends as a place where people can achieve something important. Where they can heal, learn, produce, and flourish. Where dreams can come true.

The ultimate function of a building should determine how it's built. And for a building to support desired outcomes, it must start with the end in mind.

## The success of your building may depend on what's upstairs

The traditional construction approach to technology implementation and ongoing support is less than optimal. Redundant technology, miscommunication between trades, and disconnects can result in cost overruns, missed deadlines and headaches. While this approach does create a building, it may not create the building that best meets your business needs.

There's a better way to construct a smarter, more optimized and efficient building – by involving Johnson Controls from the concept through design phases.



## Two brains are better than one

It's been proven time and time again – the exponential power of many brains, working together can positively impact a construction project. By inviting us to help you make informed, data-driven decisions earlier in the process, we're better able to ensure you meet your energy, technology and operational objectives. Our proven early-engagement design assist services provide a structured, interactive process for quickly assessing and prioritizing technology and investments, creating a direct path to tackling the most important needs of the organization with the most impact.



## The smartest way to build

Whether it's a new construction, retrofit, or technology refresh project, implementing a building wide systems integration plan helps use project dollars more effectively, prioritizes technology requirements, and delivers the best value to your organization. With our technology convergence approach, building, business and specialty systems can be managed on a unified, intelligent infrastructure: HVAC, building automation, security, lighting, information technology and communications, specialty, and more. By simplifying and optimizing, you'll enable more control and better automation. Operate more efficiently and sustainably while improving comfort and safety. And that means people are more productive and satisfied with their environment.

As the world's largest supplier of commercial building services, HVAC equipment and building control systems, Johnson Controls is making bold moves with innovative technologies. And nobody has more experience and expertise designing and delivering converged technology solutions to produce smarter buildings. From iconic new skyscrapers and museums, to schools, hospitals and municipal buildings, our resume of building wide systems integration projects is renowned across the globe.

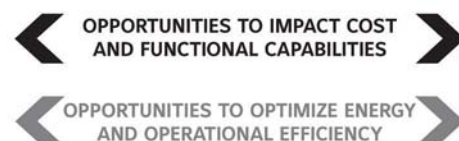
## Efficiency = Savings

Reducing construction costs saves on capital. This is true for hospitals, schools, airports, municipal buildings and corporate headquarters. An optimized infrastructure cuts installation costs as well as lifecycle costs. Keep in mind that the building infrastructure doesn't just carry data. It carries your business operations – commerce, customer service, patient care, education, and more. The life blood of your business. Integrated systems provide better interoperability, so your business runs more efficiently. And for long-term savings, Johnson Controls will support those systems throughout your facility's lifecycle, from planning and installation, to ongoing maintenance and refreshing technology.



## An ecosystem of partners

Johnson Controls has a long history of systems integration. Technology Contracting™ is our integrated project delivery process. We act as the single point of responsibility for managing integration, installation and service. This approach reduces risk, minimizes change orders, and meets your budget and deadlines. And as a technology independent integrator, we work with a market-leading group of innovative partners to create the connected environment that meets your objectives.



## Seamless integration means everything works

When the job is over, everything needs to work. On day one. Security. Building automation systems. Information technology. With Johnson Controls building wide systems integration, you'll have a technology plan that ensures your investment grows in value. Your infrastructure will support any future innovations while protecting your existing investment. The results? Your enterprise gets a competitive edge and you achieve the success you envisioned.

## Engineer genius into your building's DNA

Our customers are telling us that building wide systems integration helps them:

- Reduce operating costs
- Reduce the risk and complexity of technology integration
- Reduce first and lifecycle costs
- Increase the ROI of their technology investment
- Meet business, building and vertical market systems needs

To learn more about building wide systems integration, contact your Johnson Controls representative.



## About Johnson Controls:

Johnson Controls is a global diversified technology and industrial leader serving customers in more than 150 countries. Our 170,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and seating components and systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful. *Corporate Responsibility Magazine* has long recognized Johnson Controls in its annual "100 Best Corporate Citizens" list.

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## It takes a smart process to build a smart building

### BE SMART FROM THE START

Today, the Internet of Things is driving IT standards. This means systems are better able to connect, share and optimize data across technology silos using a common communications language. And having technology throughout the enterprise helps to deliver the defined business and building outcomes.

But creating the smart, efficient, connected environment that meets your business objectives can be difficult to accomplish using a traditional construction approach. So you need to be smarter from the word "go." Constructing a more optimized building that meets energy, technology and operational objectives depends on early collaboration between the owner, design and construction teams, sharing informed, data-driven decisions about connectivity and interoperability. This is how to leverage technology to create an innovative, optimized environment that delivers connected experiences.

# We're critical from the beginning, so you're not critical in the end

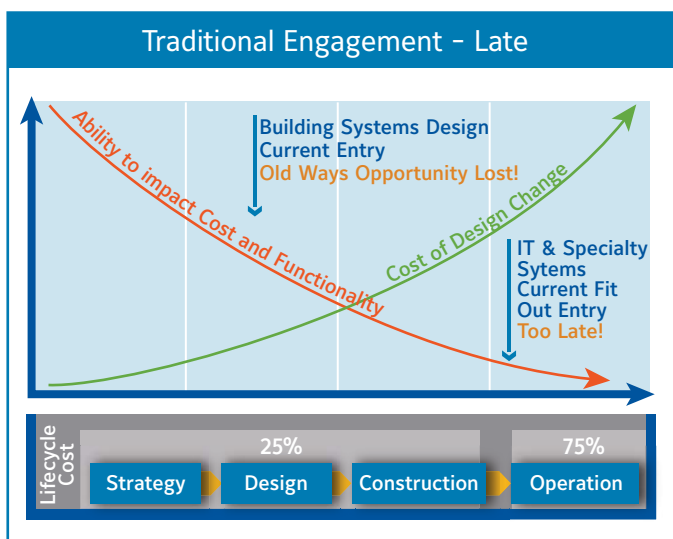
As the single point of responsibility for technology integration from start to finish, Johnson Controls provides critical continuity throughout pre-construction, implementation, installation and service. When you involve us as the technology contractor early in the concept through design-assist phases, we're able to guide and manage the process. This brings an enterprise-wide perspective to the planning, design, installation, integration, and service of building, business/IT and specialty systems. And our vertical market expertise allows us to understand the unique challenges, regulations and compliance issues within each market.

Technology Contracting™ can save time, reduce risk and decrease construction and operating costs while ensuring that technology is deployed and integrated in an orderly manner to achieve desired outcomes. Integrating technology after the systems have been installed and construction is complete is a more costly, difficult and time consuming process than if it had been planned for early on.

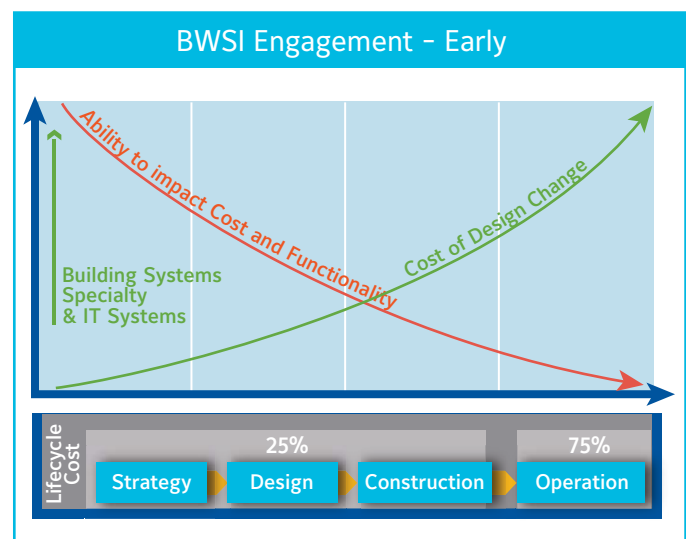
## The benefits of Technology Contracting™:

- **Reduces risk and finger-pointing.** The technology contractor acts as a single point of responsibility for planning, design, installation, integration, commissioning and service.
- **Saves time.** Effective project management means that all vendors work with clear direction and coordination.
- **Cuts capital costs.** The technology contractor avoids unnecessary duplication of infrastructure and systems, cutting first costs by 8-12%.
- **Reduces construction costs.** Better coordination means less duplication of effort and infrastructure, fewer change orders and faster commissioning.
- **Cuts operating costs.** A large percentage of a building's lifecycle costs accrue after construction. Intelligently deployed technology saves energy, reduces maintenance and aids workflow and worker productivity, cutting operational and utility expenses by 10-15%.
- **Enables system interoperability** and takes advantage of opportunities for intelligent integration.

## Building Wide Systems Integration Early Engagement Value



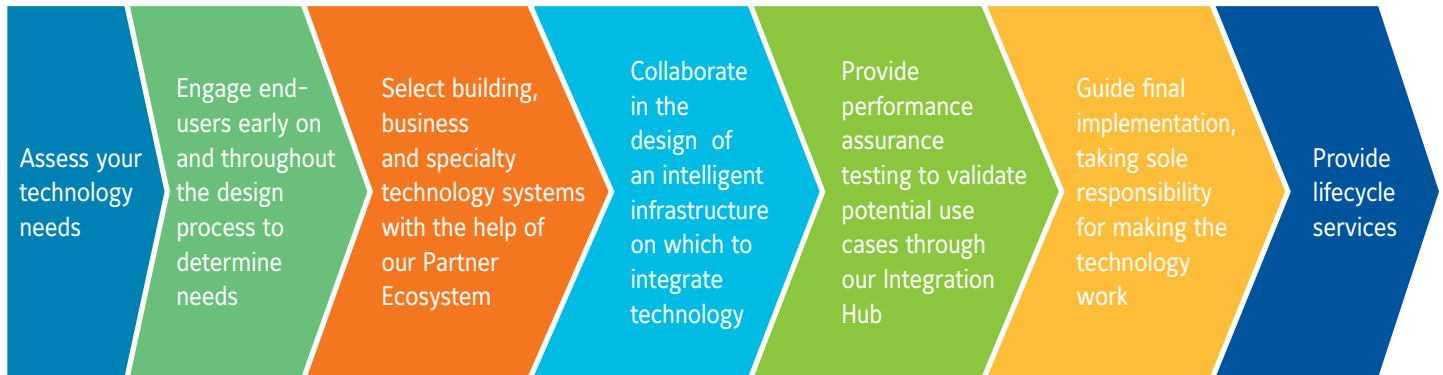
- Building needs delivered
- Budgets not optimized
- Customer expectation for a smart building not met



- Building and business needs delivered
- Budgets optimized
- Customer outcomes delivered

## The Technology Contracting™ Process

Technology Contracting™ uses a methodology that integrates product, process and people. Johnson Controls will:



### Planning Phase

Johnson Controls' technology experts guide key stakeholders – owner, representatives of different business units and departments, contractors, consultants, architects – through design-assist processes meant to uncover priorities and maximize every dollar spent. We then work with the design/construction project team to select and implement the technologies determined as essential for delivering the planned environment that meets occupants' needs.

### Design-Assist Phase

During the design process, Johnson Controls collaborates with the design team to optimize the layout and integration of systems and technologies required to meet the owner's desired outcomes. When all of the potential systems and technologies are identified the design and Johnson Controls teams make product selections to maximize the efficiency, integration, interoperability and lifecycle service of technology systems. Moving these decisions to the earliest phase of the design process drives consensus, mitigates construction risk, and results in fewer change orders during construction and systems installation.

### Installation and Integration Phase

We leverage our Partner Ecosystem of manufacturers, distributors and value added resellers to bring proven, repeatable, best-in-class technologies to customers' new construction, retrofit or technology refresh projects. We've assembled a network of industry leaders with the

experience, expertise and innovative services and solutions needed to create the connected environment that meets your energy, technology and operational objectives, while reducing your cost and risk.

### Commissioning Assistance Phase

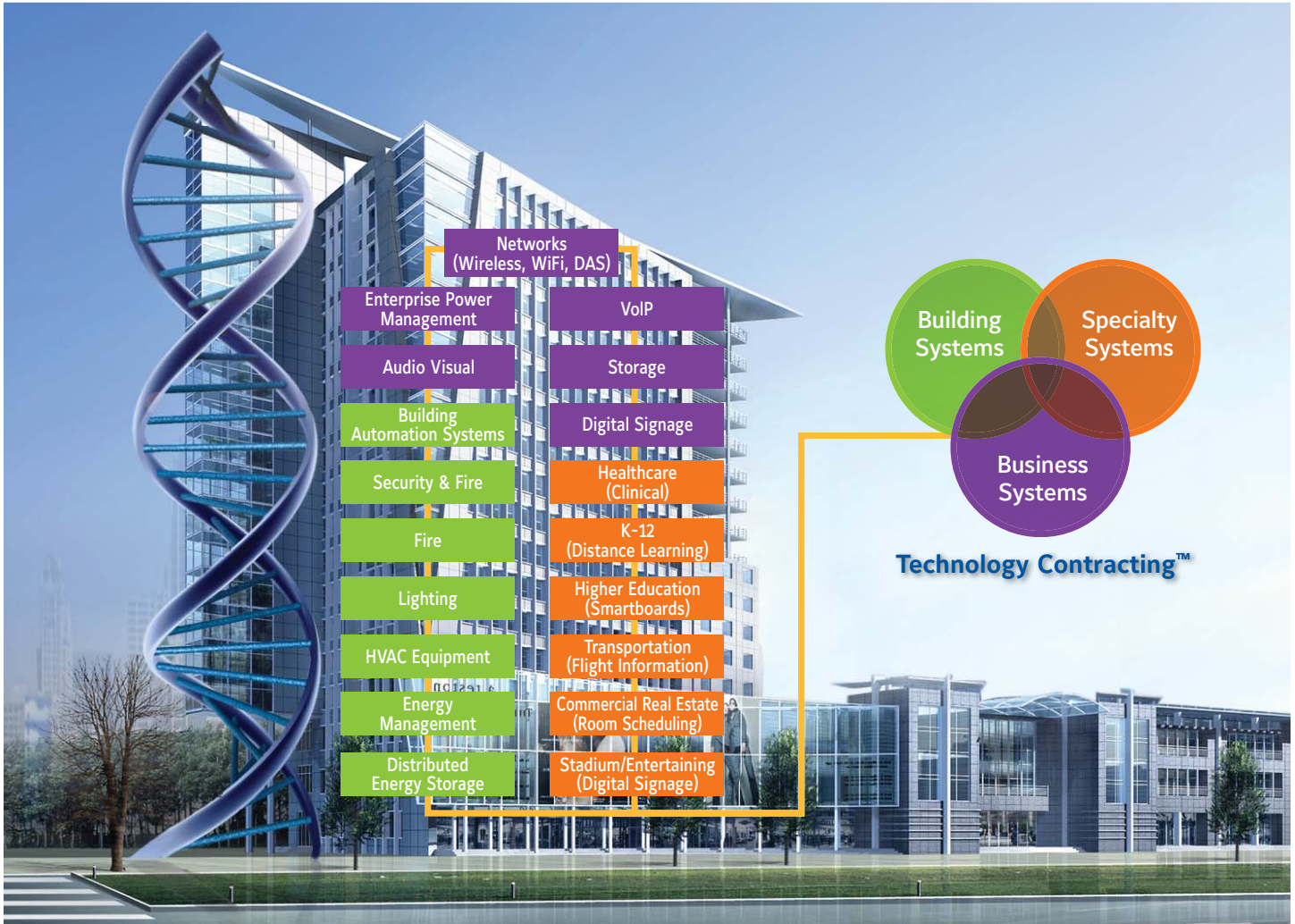
Commissioning is a systematic process of testing to make sure all building systems perform according to the design intent and the owner's operational needs. We work hand-in-glove with the commissioning agent, because the commissioning process begins in the design phase of the project. The process ensures that commissioning considerations are planned into the selection and integration of systems, that the customer's business processes are fully supported, and that the building, business and specialty systems are integrated into a single operating model. Functional documentation, wire diagrams, and use case validation all contribute to the successful commissioning of the building prior to occupancy and makes the process significantly more streamlined for the commissioning agent.

### Service Phase

No one knows your technology systems, network and equipment better than the team responsible for the integration and installation of them. Because the commissioning assistance process benchmarks performance, Johnson Controls is able to easily identify and optimize systems that have ceased to operate at acceptable performance levels.



Smart contracting means we deliver your vision of a smart building



Johnson Controls has been designing and delivering converged technology solutions for more than a decade. Our proven methods achieve complex technology convergence in a way that simplifies, optimizes, and reduces technology cost and risk. In fact, the Technology Contracting™ model typically lowers first costs by 8-12% because you avoid duplication of infrastructure and systems. And in the long term, decreases operational and utility expenses by 10-15% because the technology is deployed intelligently.

Put a technology plan in place that includes an infrastructure that supports any future innovations while protecting your existing investment. Let Johnson Controls help you bring your vision to life.

To learn more about how Johnson Controls can bring the benefits of building wide systems integration to your next building, please visit: <http://www.johnsoncontrols.com/buildings/services-and-support/systems-integrations>

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# Life safety solutions

PROTECTING EVERY SINGLE ASSET





# Tailored to your specific needs

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your business and its contribution to your continuing operations. And, we understand that uncompromised protection of your employees, customers, and other building occupants is vital. Johnson Controls is committed to protecting people and property, and we set the industry standard

for quality, responsiveness and reliability in life-safety systems. As a result, you'll find our life-safety solutions at work in facilities around the world.

Johnson Controls life-safety solutions range from stand-alone panels to networked systems integrated with your building management systems. We incorporate the latest technologies such as centralized control, interactive video, identity credentialing and video-based detection for an added level of protection, compliance with government standards, and to assist first responders. Whether you need systems for a single-story building or a multi-building campus, we can tailor a solution to fit your needs.

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Johnson Controls goal is to provide integrated building systems technologies that deliver value greater than the sum of the individual parts. When your life-safety system works in cooperation with other building systems, you minimize risk and maximize building efficiency and productivity. Best of all, with Johnson Controls, you can add to or update your life-safety system any time throughout your building's lifecycle.

**Construction phase:** This is the ideal time to integrate a Johnson Controls life-safety system with other building technologies. We know how important it is that your life-safety system is ready when you need it, and we work to meet or improve project schedules and budgets.

### **Building Expansion/Retrofit:**

Minimize cost and optimize your system's performance. Our expert knowledge of different systems means you'll get the best technology available to work with your system.

**Building lifetime:** Throughout the lifecycle of your investment, we offer the widest range of service and support capabilities, including:

- Trained and responsive service personnel
- Routine, preventive and predictive maintenance
- Test and inspection programs
- Hardware and software upgrades
- Operator training
- Spare parts
- UL-listed central monitoring

# Intelligent fire control panels for life

Instead of reporting alarms by general location or zones, Johnson Controls Intelligent Fire Controllers (IFC) can zero in on each device and identify its specific location and status, saving time and confusion in an emergency. As your business needs change, the modular design of our controllers lets you network additional panels or add new devices as your facility grows. This flexibility means substantial cost savings in your investment.

Best of all, you can integrate IFC systems into Johnson Controls Metasys® building management system. The result is a single network that seamlessly integrates your life-safety and building controls systems, providing greater visibility and control over the performance of your building.

Choose from a broad range of IFC panels that can be tailored to your needs. Johnson Controls offers intelligent addressable systems ranging from small single panel systems to complete, networkable solutions for large-scale applications.



## **Superior performance on a smaller scale**

The IFC-320 is designed to bring sophistication and superior performance to smaller applications. Auto-programming features allow fire protection to be established in seconds. Additional programming is quick and easy and patented technology makes the IFC-320 exceed worldwide code requirements for response time.

## **Flexibility to suit your needs**

The IFC2-640 is designed with modularity and ease of systems planning in mind. Whether your facility simply requires a stand-alone or medium-to-large system or a large integrated network, the IFC2-640 is flexible enough to suit most applications.

## **Capacity and performance**

The IFC2-3030 adapts to your building's changing needs. Add just a few options for medium-sized buildings, or network several panels for larger applications. Take advantage of the latest in hardware, software and networking technologies to meet a wide range of project specifications.

## IFC-320 System



- RS-232
- EIA-485
- SLC
- NFN

## IFC2-640 System

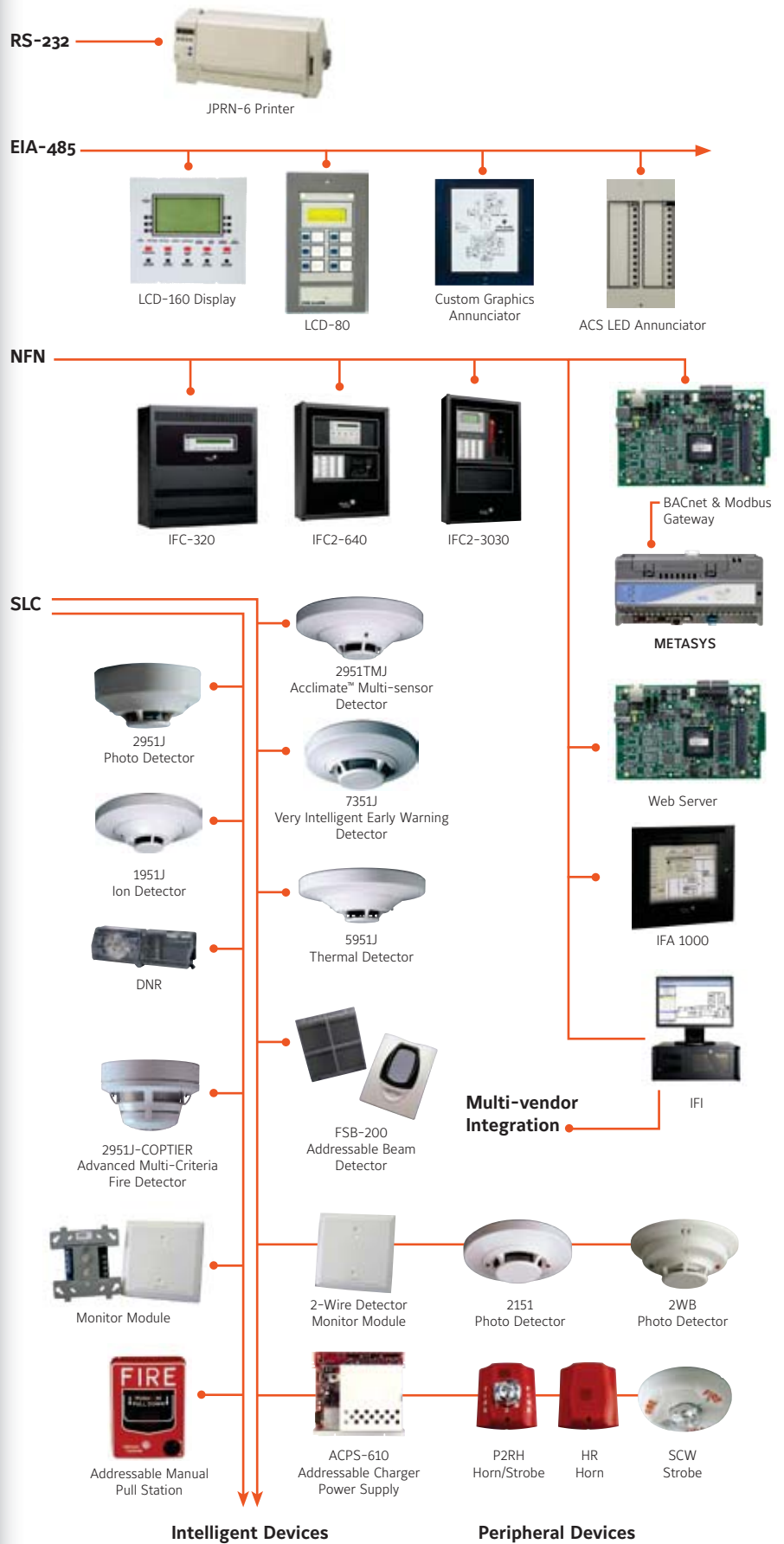


- RS-232
- EIA-485
- SLC
- NFN

## IFC2-3030 System



- RS-232
- EIA-485
- SLC
- NFN



# Intelligent fire control panel capabilities

## General

- Multiple annunciation options provide the type of information and control you need
- FlashScan® fully digital, high-precision protocol, intelligent detectors improve fire protection and reduce maintenance costs
- Network compatible with existing IFC panel installations
- Autoprogram feature provides immediate fire protection in new installations
- Multiple programming options make on-site or off-site programming and editing fast and easy
- Network option supports IFC-320, IFC-640, IFC2-640, IFC-1010, IFC-2020, IFC-3030, IFC2-3030, JNCA-2 Network Annunciator, and Intelligent Fire Workstation using wire or fiber
- Seamless integration to the Metasys® building management system and others using industry standard BACnet™ and Modbus protocols
- Flash memory eliminates need to change EPROMs
- Built-in Degraded Mode capable of general alarms even if CPU fails
- Automatic detector test
- Detector maintenance alert
- Johnson Controls Web Server (JWS-3): Optional web-based device that acts as an HTML server that allows remote access to the IFC Network via the Internet or an Intranet. User can view the history of a fire alarm control panel (FACP), event status, device properties, and other information based on pre-defined access permissions. All data available is a "snapshot" of the data on the IFC Network at the time the browser requested the information.
- UL 864 9th edition listed

## IFC-320

- Supports up to 318 intelligent, addressable devices
- Supports one Signaling Line Circuit (SLC) with up to 159 detectors and 159 modules per loop
- Releasing features: 10 independent hazards, sophisticated cross zone, delay timer and discharge timers, abort (four options), low-pressure CO<sub>2</sub> listed
- 800-event capacity in non-volatile memory, plus 200-event alarm-only file
- Powerful Boolean logic equations

## IFC2-640

- Supports up to 636 intelligent, addressable devices
- Supports one to two Signaling Line Circuits (SLC) with up to 159 detectors and 159 modules per loop
- Voice and telephone features available via networked DVC: Eight channels of high quality, digital audio used for emergency paging and simultaneous broadcasting of multiple messages; standard or customizable audio files; five channels of firefighter telephone; 50- or 75-watt amplifiers with four outputs per amplifier
- Releasing features: 10 independent hazards, sophisticated cross zone, delay timer and discharge timers, abort (four options), low-pressure CO<sub>2</sub> listed
- 800-event capacity in non-volatile memory, plus 200-event alarm-only file
- Powerful Boolean logic equations

## IFC2-3030

- Supports up to 3,180 intelligent, addressable devices
- Supports one to ten Signaling Line Circuits (SLC) with up to 159 detectors and 159 modules per loop
- Standard 640 character LCD
- Voice and telephone features: Eight channels of high quality, digital audio used for emergency paging and simultaneous broadcasting of multiple messages; standard or customizable audio files; five channels of firefighter telephone; 50- or 75-watt amplifiers with four outputs per amplifier
- Releasing features: 10 independent hazards, sophisticated cross-zone, delay timer and discharge timers, abort (four options)
- 4000-event capacity in non-volatile memory, plus 1000-event alarm-only file
- Advanced history filters allow sorting by event, time, date or address
- 1000 powerful Boolean logic equations



# Intelligent fire system solutions



## IFI – Intelligent Fire Integrator

The IFI is a single point of control for your fire and life safety systems. This integrated facilities monitoring network links your IFC series fire alarm system to other 3rd party systems. From a single workstation, your facility manager can view and manage diverse systems from different manufacturers using an intuitive graphical user interface.



## IFA 1000 – Intelligent Fire Annunciator

The IFA 1000 is an interactive video display system that allows firefighters and other emergency responders to quickly and accurately access potentially lifesaving information from a building lobby. The information is accessed via a wall-mounted touch-screen that displays the entire floor plan with the location of active alarm system devices, potential hazards, additional access and egress routes, as well as standpipe, stairway, and emergency shut-off locations.



## IFV 1000 – Intelligent Fire Video

The IFV 1000 is a digital video analytics system that can use your existing CCTV infrastructure. This standalone, secondary monitoring system can detect and verify fires in your facilities earlier than conventional fire control systems. It's ideal for any enterprise that has critical assets, large spaces, or remote sites where early fire and smoke detection are critical.



## JWS-3 – Web Server

The JWS-3 is an optional web-based device that acts as an HTML server, which allows remote access to the IFC Network via the Internet or an Intranet. The user can view the history of a fire alarm control panel, event status, device properties, and other information based on pre-defined access permissions. All data available is a "snap-shot" of the data on the IFC Network at the time the browser requested the information.



## DVC – Digital Voice Command

The DVC is a multi-channel digital audio evacuation, paging and firefighter's telephone system designed for use with the IFC2-3030 fire control panel. The system can simultaneously broadcast multiple, distinct messages throughout your facility or in selected areas to ensure the right people have the right information during an emergency. The DVC delivers eight channels of quality digital audio for live paging, and up to five channels of firefighter's telephone operation for communication between emergency responders. (The DVC is shown at left with IFC2-3030)



# Advanced technologies for increased protection

## ExitPoint™ Directional Sounder

### The Audible Exit Sign with Voice Messaging

- Uses voice messages and broadband noise to pinpoint perimeter building exits, guiding building occupants quickly along escape routes.
- Language independent
- Ideal for people in unfamiliar surroundings or with poor visibility
- Works in open areas, corridors or stairs
- Reduces evacuation times by as much as 75 percent
- Triggered by existing fire systems
- Five field-selectable power settings
- Four field-selectable routing evacuation patterns
- Low profile, compact design
- Listed to UL 464, ULC, FM, MEA and CSFM



## SpectrAlert® Advance Selectable-output speakers, horns, strobes, and horn/strobes

- Plug-in design; bases wire separately
- Universal mounting mounting plate for wall and ceiling units
- Field-selectable candela settings on wall and ceiling units:
  - Standard: 15, 15/75, 30, 75, 95, 110, 115
  - High: 135, 150, 177, 185
- Rotary switch simplifies field selection of speaker voltage and power settings
- Electrically compatible with existing SpectrAlert products
- Captive mounting screw
- Tamper resistance capability
- Automatic selection of 12- or 24-volt operation at 15 and 15/75 candela
- Outdoor wall and ceiling products rated from -40° to 151°F
- Shorting spring on mounting plate for continuity check before installation



## 2951MJ Acclimate™ Multi-Sensor

### Low-Profile Intelligent Detector

The 2951MJ Acclimate™ detector uses a combination of photoelectric and thermal sensing technologies that are designed to increase immunity to false alarms. A microprocessor in the detector head processes alarm data and adjusts the detector's sensitivity to the environment automatically, without needing operator intervention or control panel programming. The Acclimate detector is especially useful anywhere the use of a particular area may change.



## 7351J Very Intelligent Early Warning (VIEW®)

### Laser Smoke Detector

The 7351J VIEW® laser detector provides a revolutionary advance in early warning smoke detection technology.

Its unique design, combined with intelligent sensing algorithms of the IFC series panels, allows smoke detection that is up to 50 times higher than photoelectric technology. Even set at extremely high sensitivity, the 7351J can reject false signals caused by dust, lint and small insects. Its performance is comparable to present aspiration technology, at a substantially lower installed cost.



## 2951J-COPTIR - Area Smoke Detector

### Multi-Criteria Fire Detector

Advanced Multi-Criteria Fire Detector combines four detection methods, (Photoelectric, Carbon monoxide, Infrared and Heat) and then uses advanced algorithms to adjust itself and respond to changing environmental conditions. It senses fire in all environments and provides the best immunity to nuisance alarm threats. The Advanced Multi-Criteria Fire Detector is accurate, precise and ideal when it's imperative to know when a fire is a fire.



## Intelligent fire control panels at a glance

	IFC-320	IFC2-640	IFC2-3030
<b>SLC Protocol Capability</b>			
Maximum number of SLCs	1	2	10
CLIP Capable	Yes	Yes	Yes
FlashScan™ Capable	Yes	Yes	Yes
SLC Autoprogram	Yes	Yes	Yes
<b>Metasys Networking Compatibility</b>			
NFN Compatible	Yes	Yes	Yes
<b>Audio Capability</b>			
Standalone Digital Audio Capable	No	Yes	Yes
Networked Digital Audio Capable	Yes	Yes	Yes
<b>Programming Options</b>			
Software Zones	99	99	1000
Logic Zones	20	20	1000
Releasing Zones	10	10	10
Main Power Supply Battery Capacity	18-200AH	18-200AH	18-200AH
<b>Display Options</b>			
80 Character	Yes	Yes	No
640 Character	No	Yes	Yes
Displayless	No	Yes	Yes
Remote LCD Annunciator	80 character	80 character	640 character

For more information visit [www.johnsoncontrols.com/security](http://www.johnsoncontrols.com/security)

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UL® is a registered trademark of Underwriters Laboratories, Inc.

BUILDING WIDE SYSTEMS INTEGRATION

# POWERED BY BRAINS



**Your building has a central nervous system. And it's all powered by the technological equivalent of a brain.** Just as you build a physical infrastructure to accommodate a future workforce, it's also essential to install the intelligent infrastructure and bandwidth that will handle future innovation. Not to mention the evolving demands and expectations of a technology savvy staff. By leveraging convergence of building, business and specialty systems from the beginning, you can have a bigger impact on first and lifecycle costs, and enhance the functional capabilities for your business. Simply put, it's a smarter way to build.



# INNOVATION FOR THE LIFE OF YOUR BUILDING

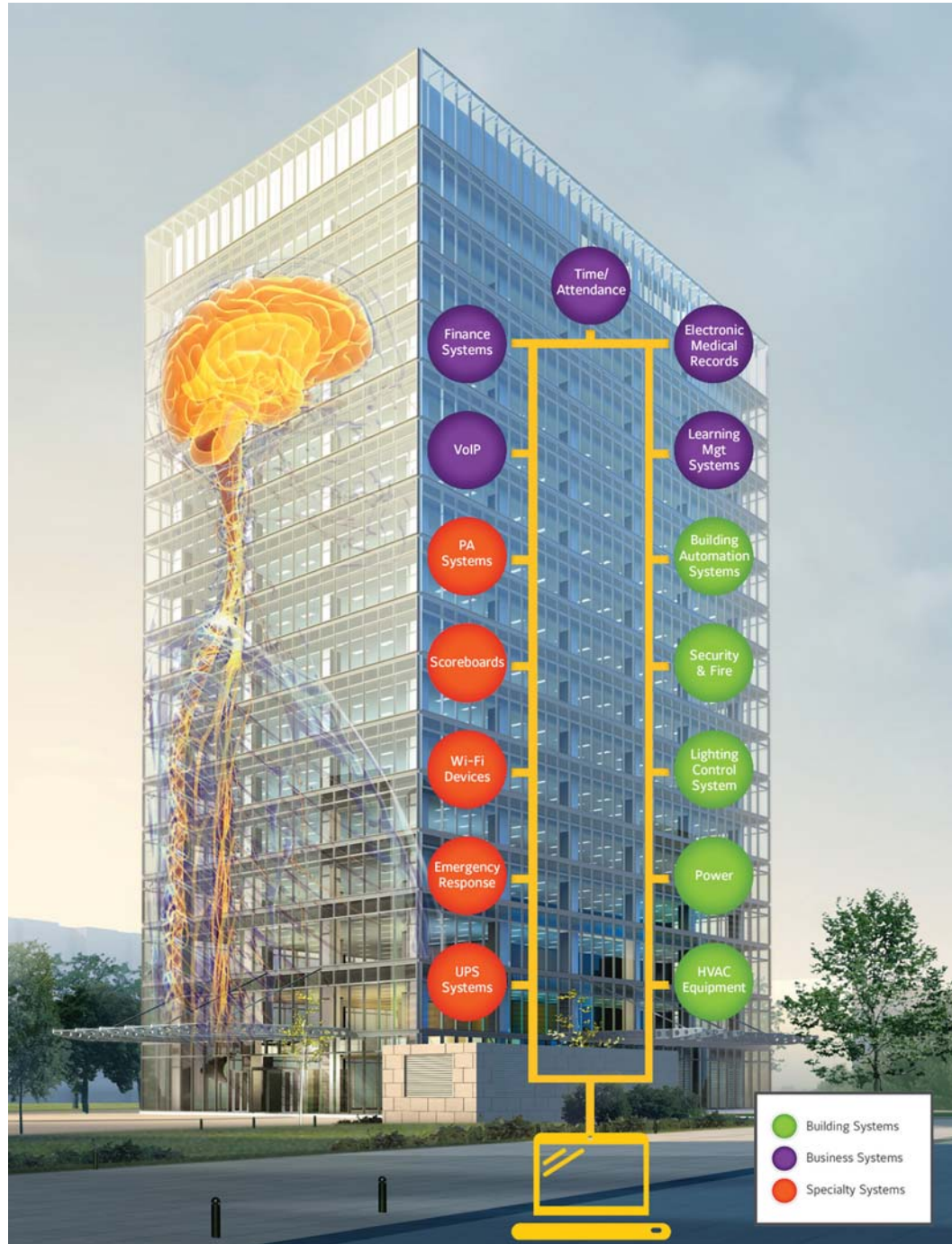
Every building begins somewhere. A brainstorm. A sketch on a napkin. A dream in the night. No matter how it starts, a building ends as a place where people can achieve something important. Where they can heal, learn, produce, and flourish. Where dreams can come true.

The ultimate function of a building should determine how it's built. And for a building to support desired outcomes, it must start with the end in mind.

## The success of your building may depend on what's upstairs

The traditional construction approach to technology implementation and ongoing support is less than optimal. Redundant technology, miscommunication between trades, and disconnects can result in cost overruns, missed deadlines and headaches. While this approach does create a building, it may not create the building that best meets your business needs.

There's a better way to construct a smarter, more optimized and efficient building – by involving Johnson Controls from the concept through design phases.



## Two brains are better than one

It's been proven time and time again – the exponential power of many brains, working together can positively impact a construction project. By inviting us to help you make informed, data-driven decisions earlier in the process, we're better able to ensure you meet your energy, technology and operational objectives. Our proven early-engagement design assist services provide a structured, interactive process for quickly assessing and prioritizing technology and investments, creating a direct path to tackling the most important needs of the organization with the most impact.

## The smartest way to build

Whether it's a new construction, retrofit, or technology refresh project, implementing a building wide systems integration plan helps use project dollars more effectively, prioritizes technology requirements, and delivers the best value to your organization. With our technology convergence approach, building, business and specialty systems can be managed on a unified, intelligent infrastructure: HVAC, building automation, security, lighting, information technology and communications, specialty, and more. By simplifying and optimizing, you'll enable more control and better automation. Operate more efficiently and sustainably while improving comfort and safety. And that means people are more productive and satisfied with their environment.

As the world's largest supplier of commercial building services, HVAC equipment and building control systems, Johnson Controls is making bold moves with innovative technologies. And nobody has more experience and expertise designing and delivering converged technology solutions to produce smarter buildings. From iconic new skyscrapers and museums, to schools, hospitals and municipal buildings, our resume of building wide systems integration projects is renowned across the globe.

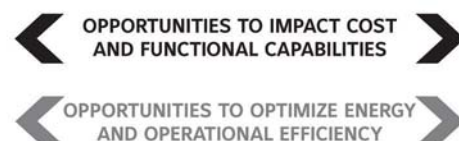
## Efficiency = Savings

Reducing construction costs saves on capital. This is true for hospitals, schools, airports, municipal buildings and corporate headquarters. An optimized infrastructure cuts installation costs as well as lifecycle costs. Keep in mind that the building infrastructure doesn't just carry data. It carries your business operations – commerce, customer service, patient care, education, and more. The life blood of your business. Integrated systems provide better interoperability, so your business runs more efficiently. And for long-term savings, Johnson Controls will support those systems throughout your facility's lifecycle, from planning and installation, to ongoing maintenance and refreshing technology.



## An ecosystem of partners

Johnson Controls has a long history of systems integration. Technology Contracting™ is our integrated project delivery process. We act as the single point of responsibility for managing integration, installation and service. This approach reduces risk, minimizes change orders, and meets your budget and deadlines. And as a technology independent integrator, we work with a market-leading group of innovative partners to create the connected environment that meets your objectives.





## Seamless integration means everything works

When the job is over, everything needs to work. On day one. Security. Building automation systems. Information technology. With Johnson Controls building wide systems integration, you'll have a technology plan that ensures your investment grows in value. Your infrastructure will support any future innovations while protecting your existing investment. The results? Your enterprise gets a competitive edge and you achieve the success you envisioned.

## Engineer genius into your building's DNA

Our customers are telling us that building wide systems integration helps them:

- Reduce operating costs
- Reduce the risk and complexity of technology integration
- Reduce first and lifecycle costs
- Increase the ROI of their technology investment
- Meet business, building and vertical market systems needs

To learn more about building wide systems integration, contact your Johnson Controls representative.



## About Johnson Controls:

Johnson Controls is a global diversified technology and industrial leader serving customers in more than 150 countries. Our 170,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and seating components and systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful. *Corporate Responsibility Magazine* has long recognized Johnson Controls in its annual "100 Best Corporate Citizens" list.

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## It takes a smart process to build a smart building

### BE SMART FROM THE START

Today, the Internet of Things is driving IT standards. This means systems are better able to connect, share and optimize data across technology silos using a common communications language. And having technology throughout the enterprise helps to deliver the defined business and building outcomes.

But creating the smart, efficient, connected environment that meets your business objectives can be difficult to accomplish using a traditional construction approach. So you need to be smarter from the word "go." Constructing a more optimized building that meets energy, technology and operational objectives depends on early collaboration between the owner, design and construction teams, sharing informed, data-driven decisions about connectivity and interoperability. This is how to leverage technology to create an innovative, optimized environment that delivers connected experiences.

# We're critical from the beginning, so you're not critical in the end

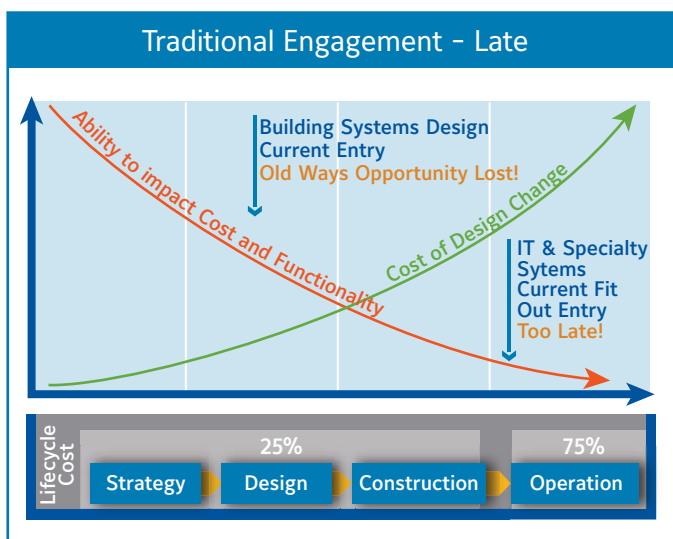
As the single point of responsibility for technology integration from start to finish, Johnson Controls provides critical continuity throughout pre-construction, implementation, installation and service. When you involve us as the technology contractor early in the concept through design-assist phases, we're able to guide and manage the process. This brings an enterprise-wide perspective to the planning, design, installation, integration, and service of building, business/IT and specialty systems. And our vertical market expertise allows us to understand the unique challenges, regulations and compliance issues within each market.

Technology Contracting™ can save time, reduce risk and decrease construction and operating costs while ensuring that technology is deployed and integrated in an orderly manner to achieve desired outcomes. Integrating technology after the systems have been installed and construction is complete is a more costly, difficult and time consuming process than if it had been planned for early on.

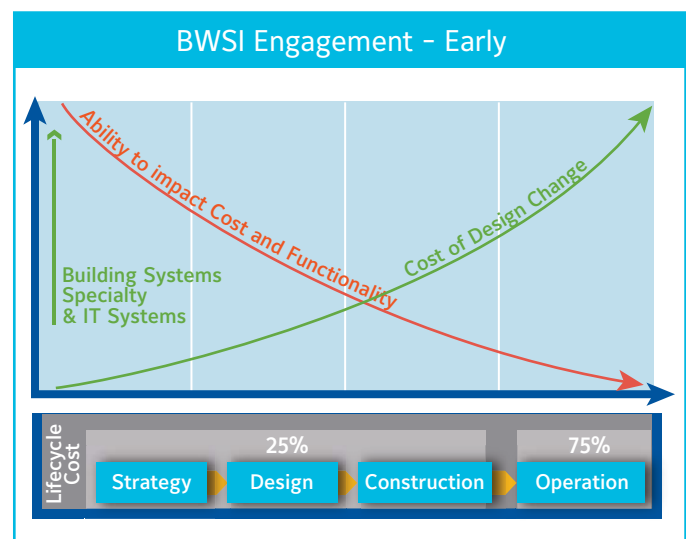
## The benefits of Technology Contracting™:

- **Reduces risk and finger-pointing.** The technology contractor acts as a single point of responsibility for planning, design, installation, integration, commissioning and service.
- **Saves time.** Effective project management means that all vendors work with clear direction and coordination.
- **Cuts capital costs.** The technology contractor avoids unnecessary duplication of infrastructure and systems, cutting first costs by 8-12%.
- **Reduces construction costs.** Better coordination means less duplication of effort and infrastructure, fewer change orders and faster commissioning.
- **Cuts operating costs.** A large percentage of a building's lifecycle costs accrue after construction. Intelligently deployed technology saves energy, reduces maintenance and aids workflow and worker productivity, cutting operational and utility expenses by 10-15%.
- **Enables system interoperability** and takes advantage of opportunities for intelligent integration.

## Building Wide Systems Integration Early Engagement Value



- Building needs delivered
- Budgets not optimized
- Customer expectation for a smart building not met

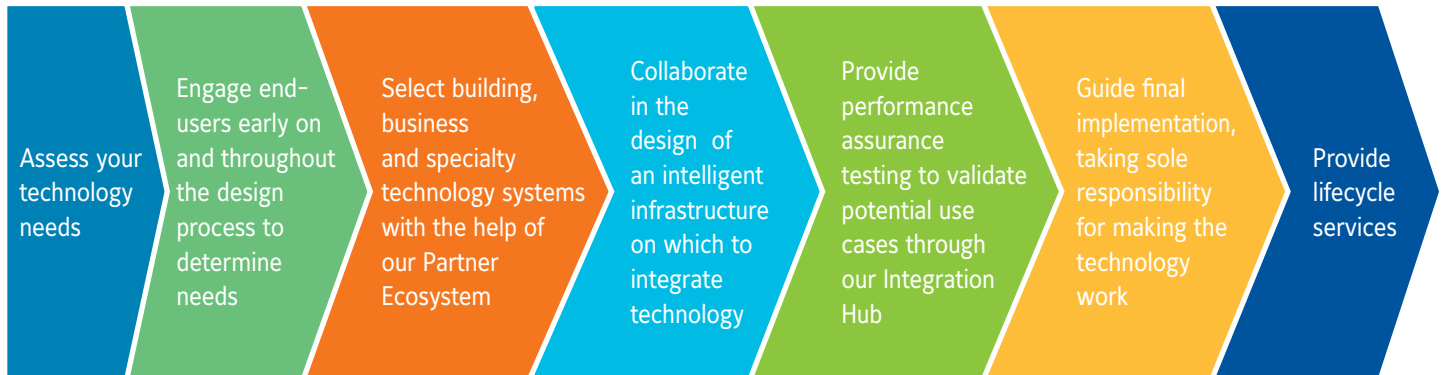


- Building and business needs delivered
- Budgets optimized
- Customer outcomes delivered



## The Technology Contracting™ Process

Technology Contracting™ uses a methodology that integrates product, process and people. Johnson Controls will:



### Planning Phase

Johnson Controls' technology experts guide key stakeholders – owner, representatives of different business units and departments, contractors, consultants, architects – through design-assist processes meant to uncover priorities and maximize every dollar spent. We then work with the design/construction project team to select and implement the technologies determined as essential for delivering the planned environment that meets occupants' needs.

### Design-Assist Phase

During the design process, Johnson Controls collaborates with the design team to optimize the layout and integration of systems and technologies required to meet the owner's desired outcomes. When all of the potential systems and technologies are identified the design and Johnson Controls teams make product selections to maximize the efficiency, integration, interoperability and lifecycle service of technology systems. Moving these decisions to the earliest phase of the design process drives consensus, mitigates construction risk, and results in fewer change orders during construction and systems installation.

### Installation and Integration Phase

We leverage our Partner Ecosystem of manufacturers, distributors and value added resellers to bring proven, repeatable, best-in-class technologies to customers' new construction, retrofit or technology refresh projects. We've assembled a network of industry leaders with the

experience, expertise and innovative services and solutions needed to create the connected environment that meets your energy, technology and operational objectives, while reducing your cost and risk.

### Commissioning Assistance Phase

Commissioning is a systematic process of testing to make sure all building systems perform according to the design intent and the owner's operational needs. We work hand-in-glove with the commissioning agent, because the commissioning process begins in the design phase of the project. The process ensures that commissioning considerations are planned into the selection and integration of systems, that the customer's business processes are fully supported, and that the building, business and specialty systems are integrated into a single operating model. Functional documentation, wire diagrams, and use case validation all contribute to the successful commissioning of the building prior to occupancy and makes the process significantly more streamlined for the commissioning agent.

### Service Phase

No one knows your technology systems, network and equipment better than the team responsible for the integration and installation of them. Because the commissioning assistance process benchmarks performance, Johnson Controls is able to easily identify and optimize systems that have ceased to operate at acceptable performance levels.

Smart contracting means we deliver your vision of a smart building



Johnson Controls has been designing and delivering converged technology solutions for more than a decade. Our proven methods achieve complex technology convergence in a way that simplifies, optimizes, and reduces technology cost and risk. In fact, the Technology Contracting™ model typically lowers first costs by 8-12% because you avoid duplication of infrastructure and systems. And in the long term, decreases operational and utility expenses by 10-15% because the technology is deployed intelligently.

Put a technology plan in place that includes an infrastructure that supports any future innovations while protecting your existing investment. Let Johnson Controls help you bring your vision to life.

To learn more about how Johnson Controls can bring the benefits of building wide systems integration to your next building, please visit: <http://www.johnsoncontrols.com/buildings/services-and-support/systems-integrations>

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