

ACES INSIGHTS

NOVEMBER 2022



CHRISTY TAKACS, EXECUTIVE DIRECTOR

ACES just wrapped up the **RFP 22-005 – Energy, Security, and Life Safety Systems** process that includes products and services such as **Weapons and Vaping Detection, Fire and Intrusion systems, Access Control, Visitor Management** and so much more! We are excited to share with you that we awarded 6 new contracts to vendors who care about the safety and security of our New Mexico schools. Learn more about each one below! I would like to thank **Amanda Catanzaro** from SAMS Academy, **Jenn Prye** from Gil Sena, and **Sean Fry** from Albuquerque Charter Academy for helping with the evaluation process. Please take note of the information below regarding the ERate program opportunity that provides FREE support for schools! Looking forward to seeing many of you at the PCSNM conference in December. Reach out to me anytime! ACES is here to support YOU!



APIC SOLUTIONS, INC.

APIC is excited to partner with NM ACES and its members! APIC Solutions is centrally located with headquarters located in Albuquerque, NM. We service school districts throughout the state of New Mexico. We offer 24/7 emergency support and are confident we can meet the needs of any school located anywhere in the State of New Mexico in a timely manner. APIC Solutions was founded by industry professionals who recognized a need for a company centered on quality installations, responsiveness, and service. These founding values challenge the industry norm and set a new standard for Electrical Construction and Special Systems Integration. The management team at APIC Solutions has a combined 100

years' industry experience, and we employ only the most skilled technicians and partner with leading manufacturers to ensure the quality of the work we provide is consistent.

Ty Newman is our Education Account Manager and is readily available to assist you and your facilities with any needs! To have an introduction meeting and facility assessment, feel free to contact Ty at 505-228-2228 or via email at

Tnewman@apicnm.com



ATI SECURITY, INC.

ATI Security, Inc. specializes in low voltage Fire Alarm Systems, Fire Alarm Monitoring and Inspections, Access Control, Intrusion Detection Systems and Alarm Monitoring, Video Surveillance Cameras (CCTV), Network Video Recorders, Overhead Paging, Mass Notification, Vape Detection System and Equipment, and Gun Detection Technology for active shooter protection.

ATI Security strives to exceed your expectations by developing and maintaining long-term working relationships with our clients. We specialize in low voltage, safety, Security, and surveillance systems throughout New Mexico. ATI Security has been working within New Mexico since 1999. Previous Experiences working with public schools and /or public agencies

ATI Security is honored to work with ACES in their dedication to better serve its community.

Joseph Salazar
ATI Security, Inc.
SANTA FE, NM
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B&D INDUSTRIES

B&D Industries, Inc. offers specialized expertise in low-voltage structured cabling systems, access controls and security systems, medium and high voltage electrical systems, plumbing, technologies, and HVAC systems, including construction, operation, maintenance, and repair services.

After serving clients for over 67 years, we are more than just a company – we are your partner in providing services. We are

and attentive customer service. When you call B&D Industries, you can always expect the best service with the utmost professionalism.

For all your service needs, please contact Jamie Westerfield at 505-299-4464 or jwesterfield@banddindustries.com.



INTRAWORKS, INC.

INTRAWORKS – MARKETPLACE VENDOR

Managing the security and safety systems for a charter school requires organization and knowledge of the latest technology along with fire and safety regulations. Let IntraWorks become your new partner for keeping you up to date and compliant. IntraWorks has been serving New Mexico's education organizations for over 30 years.

IntraWorks can provide the following:

Consultation, Design, Installation, and Service for:

Fire Alarm Systems

Video Surveillance Systems

Access Control or Lockdown Systems

Intrusion Alarm Systems

Gun Shot Detection Systems

Environmental/Vape Sensor Systems

Intercom, Evacuation, Bell Schedules, etc.

IntraWorks provides service on most brands of products.

Priority fast response, Test and Inspections, Central Station Monitoring, Additional Warranty and more.

Call IntraWorks for a free consultation.

ACES members receive up to 5 hours of engineering consultation to evaluate your system.

Please call Don Banke at 505.967.8722

dbanke@intraworksusa.com



PC AUTOMATED CONTROLS

PC Automated Controls, Inc. is a small business founded in 1993 as Precision Controls, later to be incorporated in 2000 into PC Automated Controls, Inc. From its founding, PC Automated Control Inc. has furnished Utility Monitoring and Control Systems (UMCS), Building Automation Systems (BAS), and Direct Digital Control (DD systems for Federal Agencies, State and Municipal Entities, School Districts, Utility Providers, County Health Districts, and more. With the addition of

an HVAC/R service department, PC Automated Controls, Inc. began to work closely with facility managers and building owners to develop comprehensive strategies to reduce facility owning and operating costs and maintenance expenses.

Samantha Shelton

Project Administrator at PC Automated Controls, Inc.

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SCHOOLPASS

SchoolPass is a PK-12 platform helping schools manage campus movement, attendance, and safety, in the cloud. Schools can consolidate and modernize the arrival, screening, and departure of students, staff, parents, and visitors in one place, while enabling schools to more quickly and accurately account for everyone on campus throughout the school day, especially during an emergency.

SchoolPass Provides: Perimeter Security and Campus Traffic Management with ALPR

The Automated License Plate Recognition (ALPR) Campus Traffic Automation module is used to automatically identify (and verify) parents as they arrive on campus during dismissal using ALPR cameras. The system displays ETA-based dismissal information automatically in classrooms or centralized dismissal locations where students are waiting. Daily student changes are taken into account when displaying dismissal information in classrooms. Staff also have the option to add parents/drivers on the Staff App. Parents can use the SchoolPass Parent App to announce their arrival on campus (using GPS).

ALPR increases security allowing schools to automatically identify vehicles arriving and departing the campus 24x7 via ALPR cameras. Identify parents, high school student drivers, staff, visitors, and vendor vehicles. Alerts can be sent via text message and email when unknown vehicles arrive or depart. Administrators are able to pull trip data by date, time, and lane.

SchoolPass Provides: Touchless Student & Visitor Management

With the SchoolPass Visitor Management module, schools can screen and manage visitors, provide an instant sex-offender check, print badges, and give notification of each visitor to the

intended staff member. Digital IDs with QR-codes for students, parents, and staff provide for faster sign in and out, and barcodes and RFID readers are supported. Schools can create a custom 'do-not-enter' flagged visitor list for added security. Students can check in when arriving late or leaving the campus and print tardy/dismissal slips, sending the records to the Student Information System (SIS)*. Students can sign in at the beginning of the day to be marked present for day-level attendance. Students can also check in or out of scheduled activities or special classes. Staff can pre-register expected visitors for events for faster check in using a QR-code, and bulk print visitor badges for scheduled meetings and events. SchoolPass Visitor Management is the all-in-one solution for "who is on campus" allowing check in and out for visitors, parents, students, staff, and teachers. Visitor Management also supports COVID-19 screening questions & wellness checks.

*level of integration varies by SIS

Amy Holland

SchoolPass | Vice President of Sales & Partnerships

(301) 255-1870 x 128

www.schoolpass.com

E-RATE PROGRAM OPPORTUNITY!

On **December 13, 2022** at **9:30 AM**, Solix, the official E-Rate Consultant of the PSFA, will be hosting a webinar, "The E-Rate Program and NM Schools." Consultant Ivan Rushfield will be covering a wide variety of topics related to the program, including eligibility guidelines, budgets for equipment purchases, what consultants do for schools, and what items the schools must do for themselves. All schools, both current clients and new, are encouraged to attend. As a reminder, E-Rate consulting services through the PSFA program are always free to all eligible schools. [Click here to join meeting](#)

Questions? Contact Ivan Rushfield, Solix Consultant

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CONTACT US!

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