



## District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

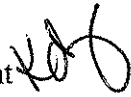
[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

February 16, 2010

### MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent 

RE: Second Year Renewal of Three-Year Contract  
Negotiated Contract #09-107-LR  
Raptor Technologies, Inc.

On March 16, 2009, official action (attached) was taken to award the above-referenced negotiated contract to Raptor Technologies, Inc. This negotiated contract is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement will expire on March 16, 2010.

Considering services have been satisfactory, E. Allan Measom, President, Raptor Technologies, Inc., was contacted to verify his willingness to enter into the second year of the agreement. As such, E. Allan Measom has agreed in writing (attached), to enter into the second year of the contract.

At this time, it is my recommendation to enter into the second year of the agreement with Raptor Technologies, Inc. The second year of the contract will cover the period of March 17, 2010 through March 16, 2011 with anticipated annual expenditures of approximately \$37,000 to install new systems, annual access fee and for supplies. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/dm

Attachments

---

District Wide Accreditation • Southern Association of Colleges and Schools

DATE/TIME: FEBRUARY 10, 2010 08:33:00





# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

March 16, 2008

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KdG*

RE: Raptor Technologies, Inc.  
Direct Negotiated Contract #09-107-LR  
Controlled Campus Security Systems

On December 1, 2008, official action (attached) was given to allow permission to negotiate a direct contract with Raptor Technologies, Inc. for the acquisition of controlled campus security systems "as needed" for use throughout the District.

As you know, the Department of Education Rule 6A-1.012(10), allows a district school board, when acquiring high technology resources to make any acquisition through direct negotiation and contract with a vendor as best fits the needs of the school district. As indicated in our previous request, the attached contract with pricing is now being submitted for your approval. This is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the contract shall be effective from March 17, 2009 to March 16, 2010. The anticipated annual expenditures will be approximately \$32,000 to install new systems, annual access fee and for supplies. The agreement has been reviewed and approved by The School District's Attorney, Nancy McClain Alfonso.

Should you have any questions regarding this request, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

Kdg/lr

Attachments

**District School Board  
of Pasco County**

**MAR 16 2009**

**Board Approved**



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPB, Purchasing Agent  
813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

December 1, 2008

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

RE: Request Permission to Negotiate  
Raptor Technologies, Inc.

On February 7, 2006, official action (attached) was granted to allow permission to directly negotiate a contract for the purchase of controlled campus security systems "as needed" for use throughout the District. Considering the third year of this contract will expire on March 7, 2009, the Purchasing Department has been reviewing the existing contract, conditions, and past rationale to verify the applicability of future negotiations through the bid exemptions as presently allowed through the Department of Education rule 6A-1.012 (10) – Information technology.

Currently under the Department of Education rule 6A-1.012(10) allows the Board to enter into direct negotiations for high technology hardware, software and components when it is in their best interest to do so. The term information technology as defined in State Statutes 282.0041(15) means "equipment, hardware, software, firmware, programs, systems, networks, infrastructure, media, and related material used to automatically, electronically, and wirelessly collect, receive, access, transmit, display, store, record, retrieve, analyze, evaluate, process, classify, manipulate, manage, assimilate, control, communicate, exchange, convert, converge, interface, switch, or disseminate information of any kind or form."

Given the fact that the Raptor System used throughout the district is software and it automatically and electronically receives and transmit information it appears that the Raptor System fulfills the definition and intent of DOE's terminology for information technology and, therefore, would be exempt from the competitive bidding process.

Based upon past and present rationale, it is my recommendation that this acquisition be negotiated as allowed under the above-referenced rule as a multi-year contract, renewable annually by mutual agreement of both parties for a period not to exceed three years. Upon reaching a successful conclusion, I will forward copies of the contract and prices for your ratification.

Should you have any questions regarding this request, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/lmr

Attachment

District School Board  
of Pasco County

MAR 16 2009

Board Approved

District School Board  
of Pasco County

DEC  
AFT-01 2008

CAL  
Board Approved



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPB, Purchasing Agent  
813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

February 1, 2006

## MEMORANDUM

TO: Honorable School Board Members  
FROM: Kendra Goodman, CPPB, Purchasing Agent *KG*  
RE: Raptor Technologies, Inc.

Recently the Purchasing Department was requested by the Superintendent's office to research the availability of control campus security systems to be used in all of the elementary schools throughout the District. Research was conducted by the Purchasing Department and Lt. Moyer on several security systems. Based on our research, it was determined that Raptor Technologies, Inc. has the system that best meets our needs.

Raptor Technologies, Inc. was awarded a contract from the Sarasota County School Board on their Request for Proposal #6023. After reviewing Sarasota County School Board's RFP #6023 and speaking with Raptor Technologies, Inc., it was determined that a direct negotiated contract would be in the best interest of the District for cost savings. Raptor Technologies, Inc. system is called V-soft. The V-soft system aids educational facilities to help control campus security and to better protect our students, visitors and staff, by screening for potential registered sex offenders. The V-soft system consists of a web-based software application, an optical scanner and a labelwriter (for printing visitor badges). The V-soft system scans a valid state issued ID (i.e. driver license) and searches through the internet multiple sex offender databases and will provide an alert on any person who may jeopardize the safety of the school campus.

Under the Department of Education Rule 6A-1.012(5), the Board may make purchases at the unit prices in contracts awarded by other governmental agencies. Also, the Department of Education rule 6A-1.012(10) allows the Board to enter into direct negotiations for high technology hardware, software and components when it is in their best interest to do so. The term information technology as defined in State Statutes 282.0041(7) means "equipment, hardware, software, firmware, programs, systems, networks, infrastructure, media, and related material used to automatically, electronically, and wirelessly collect, receive, access, transmit, display, store, record, retrieve, analyze, evaluate, process, classify, manipulate, manage, assimilate, control, communicate, exchange, convert, converge, interface, switch, or disseminate information of any kind or form."

Given the fact that the V-soft system will give data automatically and electronically transmitted, displayed, stored, analyzed, and processed via interfacing with the internet it appears that the V-soft system fulfills the definition and intent of DOE's terminology for information technology and, therefore, would be exempt from the competitive bidding process. Therefore, Purchasing is requesting permission for the District to enter into a directly negotiated contract with Raptor Technologies, Inc. for the purchase of thirty-two units. Upon reaching a successful contract, I will forward a copy of the contract and prices for your approval.

Should you have any questions regarding this request, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

lr

District School Board  
of Pasco County

MAR 16 2009

Board Approved

District School Board  
of Pasco County

FEB 07 2006

Board Approved

District School Board  
of Pasco County

DEC  
AET 01 2008

Board Approved

**DIRECT NEGOTIATED CONTRACT #09-107-LR**

**RAPTOR TECHNOLOGIES, INC**

**FOR**

**DISTRICT SCHOOL BOARD OF PASCO COUNTY**

**Intent of Agreement**

This agreement is between Pasco County School Board and Raptor Technologies, Inc. (Raptor). Pasco County School Board and Raptor agree that the following provisions shall govern the establishment and implementation of this contract for the purchase (as needed) of a complete Raptor System or replacement items and supplies. The complete system consists of Raptor's web-based software application called V-soft, RaptorWare Optical Scanners, RaptorWare Labelwriter Printers, Telephone Support (available during regular business hours), e-mail support (after regular business hours) and Annual Access Fees. Raptor acknowledges and confirms it is the producer and owner of the copyrights for the V-soft software application. The V-soft software aids educational facilities in helping to control campus security and to better protect district students, visitors and staff, by screening for potential registered sex offenders. Pasco County School Board or an authorized agent of Pasco County School Board may purchase these items or services as outlined herein by referencing this agreement.

**Term of Agreement**

This contract shall commence on March 17, 2009 and shall remain in effect for one year. The contract may be renewed for two subsequent one-year terms, based upon mutual written agreement of both parties under the same terms and conditions.

**Long Term Support Pricing**

In the event that either party fails to renew this contract annually, Raptor agrees to hold the annual access fee as outlined herein for a period of 5 years beyond the cancellation date for previously purchased equipment under this contract.

**Termination of Agreement**

Either party reserves the right to cancel this contract at any time during this contract period by providing a written notice at least thirty (30) calendar days prior to cancellation date without "cause " and ten (10) calendar days with "cause."

**Force Majeure**

Neither party shall be liable for loss or damage of any kind resulting from delay or inability to deliver on account of fire, labor problems, accidents of civil or military authorities, or from any other causes beyond the party's reasonable control.

**Venue**

Venue for any and all legal action regarding or arising out of the transaction covered herein shall be solely in the appropriate court in and for Pasco County, State of Florida. The laws of the State of Florida shall govern this transaction.

**Indemnification for Goods and Services**

As provided for under common law, and to the extent specifically authorized by Section 768.28, Florida Statutes, each of the parties to this Agreement hereby agrees to indemnify and hold the other party hereto harmless from and against all damages of any nature whatsoever which are caused or materially contributed to by the negligent acts of any officer, employee, and agent or other representative of the indemnifying party and which are not caused or materially contributed to by any officer, employee, agent or other representative of the indemnified party. It is further agreed that liability and exposure for indemnification will be governed by the provisions of Section 768.28 (5), Florida Statutes.

**District School Board  
of Pasco County**

**MAR 16 2009**

**Board Approved**

Raptor Technology, Inc. Initial EAN

Pasco County School Board Initial Katy

**Delivery**

All prices listed on the price schedule as outlined herein are F.O.B. Destination, no delivery and/or handling charges will be added except for the initial purchase of a complete system (scanner, printer, labels, access fee, and telephone support).

**New Locations**

Locations may be added to this contract at any time within the contract period. Written verification of addition is to follow with a purchase order.

**Payment Terms**

The School Board of Pasco County normally issues payment for merchandise within thirty (30) days from receipt of invoices, provided the goods and/or services have been received in a satisfactory and proper manner. All discounts must be included and should be based on thirty (30) day payment. Except by prior agreement, the Board will not consider special discounts on shorter time intervals, nor will they consider invoices that impose penalties or service charges for a period beyond thirty (30) days.

**Fiscal Nonfunding**

In the event sufficient budgeted funds are not available, Purchasing shall notify Raptor of such occurrence and the contract shall terminate without penalty or expense to the School District.

**Warranty**

In the event of the failure of equipment (i.e. RaptorWare Scanner or RaptorWare Printer), Raptor will provide a replacement of the faulty equipment with UPS ground shipping directly to the campus within 48 hours from notice of failure. Approval to return the equipment must be received via telephone by calling the toll free technical support line provided. The technical support representative will ask the caller to perform certain tests to determine whether the unit is faulty before a replacement will be sent.

Raptor Technologies will warrant all RaptorWare equipment (normal wear and tear) throughout the life of this contract.

**Only equipment and supplies purchased through Raptor Technologies, Inc. will be supported with the V-soft system. It is understood that the use of any unauthorized equipment or supplies with V-soft will void all warranties and support of that particular system.**

**Signs and Letters**

For new complete systems, two (2) signs will be provided to let visitors and parents know they will need to present an ID. Additional copies can be printed from the Help Menu. See Attachment "A"

Example letters to the parents explaining the new procedures in English and Spanish will be provided to the schools for distribution. Additional letters are available for download in the Help Menu. See Attachment "B"

Example of an explanation of data use and security will be provided in English and Spanish for distribution. Additional copies are available for download in the Help Menu. See Attachment "C"

**RaptorWare Badges**

For bulk pricing visitor badges will be sold in case quantities as indicated on price schedule only, with no split orders for deliveries.

Quality of RaptorWare badges is guaranteed for one (1) year from the date of purchase.

- White Badges #51892RAP3
- Red Badges #51892RAPR
- Yellow Badges #51892RAPY
- Blue Badges #51892RAPB
- Orange Badges #51892RAPO
- Green Badges #51892RAPG
- Rainbow (2 rolls of each color) #51892RAPM

**District School Board  
of Pasco County**

**MAR 16 2009**

**Board Approved**

Raptor Technology, Inc. Initial ECN

Pasco County School Board Initial Kay

This campus is protected by:



To better protect our students, visitors and staff, our campus screens for registered sex offenders. A valid State issued ID is required to enter our campus. Thank you for your cooperation.

Para proteger mejor nuestros estudiantes, visitantes y empleados, nuestro campus hace comprobaciones en el registro sobre delincuentes del sexo. Para entrar en este campo se requiere la licencia valida. Gracias por su cooperacion.



powered by **Kantor Technologies**  
District School Board  
of Pasco County

MAR 16 2009

Board Approved

*Kdy*





Dear Parents:

We would like to introduce you to a new system our school has acquired to help protect your children—it's called V-soft. V-soft helps track visitors, students, faculty, contractors and volunteers at our school, thus providing a safer more monitored environment for the students.

When visitors, volunteers or contractors check-in, or parents come to pick up students, they will be asked to present a valid state issued ID for entering into the system. The system has the ability to provide alerts on people who may jeopardize the safety of the campus.

We feel certain this will help us keep our campus a little safer, and ask for your cooperation in presenting your valid state issued ID when checking in at the school. Thank you in advance for your help in this matter.

Sincerely,

Powered by



[www.raptorware.com](http://www.raptorware.com)

**District School Board  
of Pasco County**

**MAR 16 2009**

**Board Approved**

Attachment "B"

A handwritten signature in black ink, appearing to be 'Kato'.

Page 4 of 10



Queridos Padres:

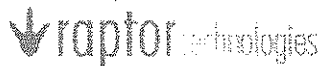
Tenemos el gusto de presentarles un nuevo sistema que adquirido nuestra escuela con el fin de proteger a sus hijos. Se llama V-Soft y nos ayuda a hacer un seguimiento a las personas que visitan el edificio escolar, los estudiantes, empleados, contratistas y voluntarios que se hacen presentes en nuestra escuela, ofreciendo así un ambiente más vigilado que brinda mayor seguridad a nuestros estudiantes.

Cuando los visitantes, voluntarios o contratistas se registran en la oficina, o cuando los padres llegan a recoger a sus hijos de la escuela, se les pedirá que presenten su documento de identidad válido del Estado para poder identificarlo en el sistema. El sistema tiene la capacidad de alertar sobre personas que puedan poner en riesgo la seguridad de nuestra escuela.

Estamos seguros de que este sistema ayudara a mantener nuestra escuela un poco más segura. De tal modo que solicitamos su colaboración presentando un documento válido que haya sido emitido por el Estado para poder registrarse en la oficina. Agradecemos su cooperación.

Atentamente,

Powered by



[www.raptorware.com](http://www.raptorware.com)

**District School Board  
of Pasco County**

**MAR 16 2009**

**Board Approved**

Attachment "B"

Page 5 of 10



**Purpose of the Product**

To protect the students, faculty and visitors at school campuses.

**What Data is Used**

Public sex offender database information is used to screen visitors to the campus, as well as private alert data entered by the school on custody issues and restraining orders. This is NOT a background search--no other criminal information is searched or provided such as traffic tickets, warrants, felonies, etc.

**Data Security**

The data entered or scanned into the system is secured by GeoTrust Quick SSL. Sites secured by QuickSSL are utilizing 128-bit SSL certificates thereby offering the highest level of encryption or security possible.

**Privacy Policy**

The data collected is exclusively for the use of the school, school district and law enforcement only. This information is NOT sold or shared with any outside sources.

Powered by



**District School Board  
of Pasco County**

**MAR 16 2009**

P.O. BOX 7966 · Houston, TX 77270 · 713.880.8902 phone · 713.880.2577 fax · www.raptorware.com **Board Approved**

A handwritten signature in black ink that reads 'kat'.



**Proposito del producto**

Para proteger a los estudiantes, empleados y visitantes.

**Que datos se usan**

Se usa la informacion que proveen las bases de datos publicos sobre crímenes sexuales para que este tipo de personas no tenga acceso al la escuela, tambien se usa informacion relacionada con problemas de custodia y cauciones . Esto **no** es un chequeo de antecedentes, ni otro tipo de informacion criminal sobre trafico, ordenes de arresto, crimen, etc.

**Seguridad de los datos**

Los datos identificados estan resguardados por Geotrust Quick SSL. Los sitios de Geotrust Quick SSL utilizan certificados de seguridad de 128 bits que ofrecen el mayor grado de privacidad disponible.

**Politica de privacidad**

Los datos recogidos son para el uso de la escuela exclusivamente, el distrito escolar y las agencias de seguridad de la ley. Esta informacion no se vende ni se comparte con ninguna otra fuente externa.

Powered by



District School Board  
of Pasco County

MAR 16 2009

P.O. BOX 7966 · Houston, TX 77270 · 713.880.8902 phone · 713.880.2577 fax · www.raptorware.com

Board Approved

## PRICE SCHEDULE

**Any Special discounts on pricing will be extended to the District School Board of Pasco County. It will be Raptor's responsibility to advise the District of any and all special discounts.**

One (1) Year V-soft Annual Access Fee (per location)	\$432.00*	
*Price will remain the same for the entire contract term and any renewals		
RaptorWare Optical Scanner	\$395.00	
RaptorWare LabelWriter Printer (for printing Visitor Badges)	\$200.00	
Roll(s) RaptorWare Visitor Badges (300 per roll/10 rolls per case)	\$100.00	
Bulk Price		100 cases or more \$70.00 per case 50 cases or more \$80.00 per case 25 cases or more \$90.00 per case
RaptorWare LabelWriter Printer (for printing Student Tardy Slips)	\$200.00	
Roll(s) RaptorWare Student Tardy Slips (300 per roll/12 rolls per case)	\$96.00	
Database Set-up fee (one-time fee)	\$300.00	<b>Initial fee ONLY</b>
Shipping charges for one complete system (Scanner, Printer, Labels, Telephone Support and Access Fee)	\$35.75	
Shipping charges for additional items or replacement items after initial system purchase	<b>Free</b>	

**Initial order's Annual Access Fee will be due upon receipt and installation of the system. Annual Access Fee for existing schools are due as outlined in the schedule listed below.**

### Annual Access Fee Due Schedule

Name	Month
Gulf Trace Elementary	January
Chasco Middle School	January
JW Mitchell High School	January
Centennial Middle School	March
John Long Middle School	March
Seven Springs Middle School	March
Bayonet Point Middle School	April
Pasco Middle School	April
Pine View Middle School	April
River Ridge Middle/High	April
Stewart Middle School	April
Weightman Middle School	April
Charles S Rushe Middle School	May
Double Branch Elementary	June
New River Elementary	June
Veterans Elementary	June

**District School Board  
of Pasco County**

Raptor Technology, Inc. Initial *EAJ*  
 Pasco County School Board Initial *KDJ*

**MAR 16 2009**

**Board Approved**

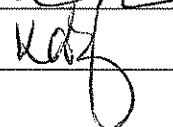
## Annual Access Fee Due Schedule

Crews Lake Middle School	July
Calusa Elementary School	August
Centennial Elementary School	August
Chasco Elementary School	August
Cotee River Elementary School	August
Cox Elementary	August
Cypress Elementary School	August
Deer Park Elementary School	August
Denham Oak Elementary School	August
Fox Hollow Elementary School	August
Gulf Highlands Elementary	August
Gulf Middle School	August
Gulfside Elementary School	August
Hudson Elementary School	August
James M. Marlowe Elementary	August
Lacoochee Elementary School	August
Lake Myrtle Elementary	August
Land O' Lakes High School	August
Locke Elementary School	August
Longleaf Elementary School	August
Mary Giella Elementary School	August
Moon Lake Elementary School	August
Northwest Elementary School	August
Oakstead Elementary School	August
Pasco Elementary School	August
Pine View Elementary School	August
Quail Hollow Elementary	August
Richey Elementary School	August
San Antonio Elementary	August
Sand Pine Elementary School	August
Schrader Elementary School	August
Seven Oaks Elementary School	August
Shady Hills Elementary School	August
Sunray Elementary School	August
Taylor Elementary School	August
Trinity Elementary School	August
Trinity Oaks Elementary School	August
Wesley Chapel Elementary	August
West Zephyrhills Elementary	August
Paul R. Smith Middle School	September
Sanders Memorial Elementary	September
Seven Springs Elementary	September
Woodland Elementary School	September
Wesley Chapel High School	October
Anclote Elementary School	November
Hudson Middle School	November
Sunlake High School	December

Raptor Technology, Inc. Initial



Pasco County School Board Initial



District School Board  
of Pasco County

MAR 16 2009

Page 9 of 10

Board Approved

SIGNATURE PAGE

Pasco County School Board  
20430 Gator Lane  
Land O' Lakes, FL 34638  
Frank Parker, Chairman  
813/794-2221 Phone  
813/794-2111 Fax  
[kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us) E-mail

Raptor Technologies, Inc.  
631 West 22<sup>nd</sup> Street  
Houston, TX 77008

Remittance and Correspondence to:  
P.O. Box 7966  
Houston, TX 77270  
[orders@raptorware.com](mailto:orders@raptorware.com)  
Allan Measom, President & CEO  
877/772-7867 Phone  
713/880-2577 Fax  
[ameasom@raptorware.com](mailto:ameasom@raptorware.com) E-mail

PASCO COUNTY SCHOOL BOARD

BY: Frank Parker  
NAME: Frank Parker  
TITLE: Chairman  
DATE: 3-16-09

RAPTOR TECHNOLOGIES, INC.

BY: E. Allan Measom  
NAME: E. Allan Measom  
TITLE: President  
DATE: 3/5/09

Pasco County School Board

3-16-09

Board Approved Date

Raptor Technology, Inc. Initial

EAJ  
KDJ

Pasco County School Board Initial

District School Board  
of Pasco County

MAR 16 2009