

**FAC 1458      Mechanical Security Barricade**

RUC:                \$37,220.23 EA

Source:            USACE PAX Newsletter 3.2.2 dated 20 Mar 09  
CC 88040, average of all types  
Deflated to FY-09 using Appendix C of newsletter  
In V12, Tri-Service and USACE PAX Newsletter values were updated while  
all other values were inflated only.

SUC:                \$3,207.58 EA

Source:            Inflated from V10 using actual inflation from V9 to V10 and projected  
inflation from V10 to FY-09 based upon Green Book Table 5-6 O&M (Less  
DHP)  
In V12, values were inflated only.

Original Source: pricing based on vendor quote, see attachment:

# FAC 1458 Mechanical Security Barricade

Note: The unit of measure is “each”, an undefined term. “Each” could mean each installation, each bollard, each “rising plate”, each system or each lane of traffic protected. Because the use of these items generally is to stop vehicles, it is recommended that the unit of measure be defined as each lane of traffic, that is, a barricade which is approximately 12 ft wide.

## CCF

From quotation supplied by Intelligent Perimeter Systems, October 2005, attached.  
Installed price for each “lane width”, three bollards, K-12 certified, Model 400, **\$60,000**  
(assumes GSA pricing). **October 2005 pricing**

## SCF

From quotation supplied by Intelligent Perimeter Systems, October 2005, attached.

SCF “each lane” (assuming a total of 4 lanes are protected – that is main entrance, 1 lane incoming, 1 lane outgoing, secondary entrance, 1 lanes + 1 lanes).

First lane maintenance agreement = \$4,600 + airfare/travel time

Additional lanes each = \$1,905 (3 each bollards @ \$635 each) + airfare/travel time

Travel/per diem:

Assume 1 day lost outbound/1 day lost inbound at \$57.50.hour

16 hours x \$57.50 \$920

Plane fare: 1 round trip \$750

Total \$1,670

Cost “each” (per lane) =  $[\$4,600 + 9(\$635) + \$1,620]/4 = \$2983.75$ , say **\$3,000 “each”**

**October 2005 pricing**

**Frank Kaleba**

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**From:** Massaro, Terry [tmassaro@ibARRIER.com]  
**Sent:** Monday, October 24, 2005 10:45 AM  
**To:** Frank Kaleba  
**Subject:** RE: Intelligent Perimeter Systems  
**Attachments:** IPS ANNUAL MAINTENANCE AGREEMENT.doc; D.O.S. K12 CERTIFICATION LETTER.doc; Model400.pdf; Model300.pdf; IPS PRICING GSA Year End Sale (INCLUDES SHIPPING).doc

Good morning Frank,

I have outlined below the Intelligent Perimeter story. As we discussed on the phone, please pay particular attention to the installation process, **no central pump station for the hydraulics**, our units are all self contained. This along with the prefabricated frame makes the system a fraction of the cost of the competition to install.

Attached please find the Annual Maintenance Agreement, DOS Certification Letter and the brochures for the Models 300, 400.

The physical size of the barriers is:

4' x 3' x 69" (this is 3 barriers installed 3' on center) to equal the DOS K12 Certification.

The K12 unit weighs 4,800 lbs (a 3 bollard array)

The approximate installation cost of the K12 unit is one third to one half the cost of the unit. This is of course site specific. We were recently awarded a contract in Indiana for 16 bollards, and were told we saved the entity \$150,000 in installation costs over the competition!

Below please find the short list of benefits of the IPS System:

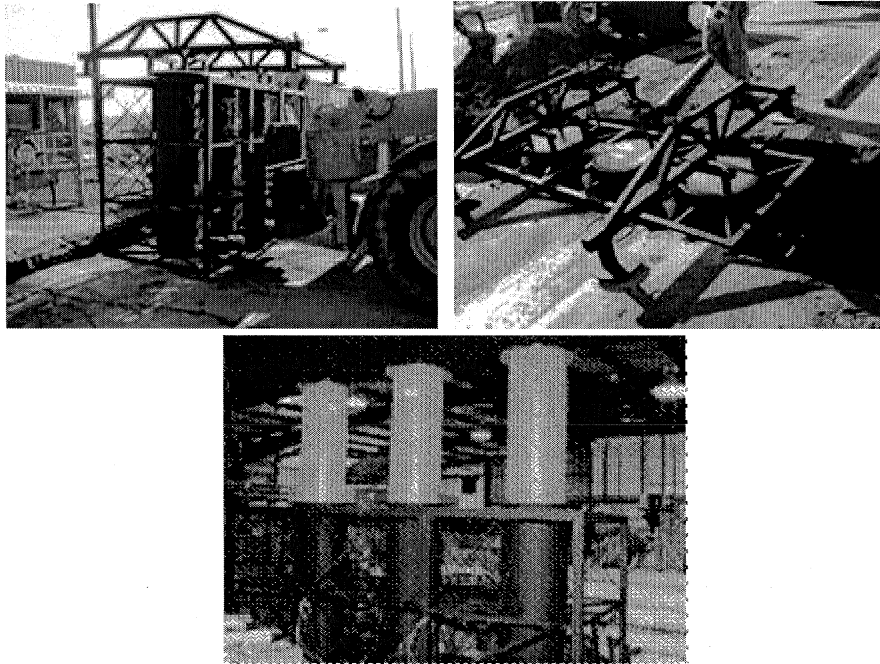
### **BENEFITS OF IPS' VEHICLE BARRIERS**

#### **Below: Solar Application for the Bureau of Reclamation**



Our system is designed to run using **110VAC power**. Each time the bollards deploy, they utilize the power from the batteries. The batteries are constantly trickle charged to keep them at a full charge. Trickle charging them as they are used, allows the batteries to remain in optimal working condition. Above is a picture of one of our installations utilizing **solar panels** to power the bollards. This is ideal for remote locations where power is not readily available or too costly to run to the site.

10/25/2005



Above is a 3 bollard array being hoisted into place. As you can see, the unit arrives at the site pre fabricated and ready to drop into the hole. Again, there is **no central pump station**. All of the electromechanical & hydraulic components are located within each bollard. This helps reduce our installation cost tremendously. If you look closely, you can see the cross braces that I explained in our conversation. These cross braces suspend the bollards in the hole so the concrete can completely encase the sub-structure for added durability.



This picture shows all of the **electromechanical & hydraulic components which are located inside each bollard**. This bollard is in service mode to allow access to the guts of the system. Due to this design, each bollard runs independently from one another. If one were to become un-operational, the other two would still remain fully functional. If you have a spare bollard cartridge, you can replace the malfunctioning unit within 20 to 30 minutes using a hoist which lifts 1500lbs.

Our Model 400 Barriers are Department Of State K12 Certified which means they have been tested and certified by The Department of State to stop a 15,000lb truck traveling 50mph. To view actual video of the crash test, please visit the following link <http://www.ibarrier.com/video1.asp>.

**Below, I have listed just a few of the key features that set our barriers apart from the rest of the barriers available in the marketplace today;**

1. Our barriers are completely self-contained. This means all of the electromechanical & hydraulic components are located in each bollard. When installing our barriers, there is **no need to install a separate hydraulic pump station**. This saves substantially in the installation cost and makes our barriers much easier to maintenance.
2. Our barriers are powered using **low power 110VAC** which constantly charges batteries located within each bollard. If a power failure were to occur, our system will cycle at least 65 times before the batteries start to lose charge. The low power requirement also allows us to power our barriers

with solar energy using solar panels.

3. As I mentioned above, our barriers are extremely easy to maintain. When it comes time to perform maintenance, simply unscrew key lockable screws on the top of the bollard, deploy the bollards and all of the components pop out of the ground to be maintained at street level.
4. We have built in hydraulic fluid heaters for extreme conditions and sump pumps in each bollard to pump out excessive water.
5. The system arrives at the installation site pre fabricated. Therefore the installation includes just digging the hole, dropping unit in place, connecting power/drainage, pouring the concrete. After 24/48 hours of the concrete curing, the system is fully operational.

The installation cost is typically around one third to one half of the cost of the equipment. This of course is a ballpark number which is site specific. The reason we are able to minimize our installation cost is due to the fact that the system arrives pre-fabricated and we do not require the installation of a separate hydraulic pump station!!

Pricing as per your request: Attached GSA pricing schedule.....discounted for year end pricing Oct-Dec '05

Installation:

Model 400 K12 (3 bollards) **Delivered Price:** \$41,004 + installation \$19,000 Total \$60,000 (estimated installation cost)

Model 300 (3 bollards) **Delivered Price:** \$28,995 + installation \$14,000 Total \$42,995 (estimated installation cost)

Frank, please check the total price of the competition, including all the hidden costs!!!!!!!

I will place a package in the mail to you today.....Look forward to hearing from you soon.

Terry

Terry A. Massaro

Sr. VP Sales

**Intelligent Perimeter Systems**

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

Office 614-526-3231

Mobile 614-580-1631

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**From:** frank.kaleba@rkeng.com [mailto:frank.kaleba@rkeng.com]

**Sent:** Friday, October 21, 2005 10:41 AM

**To:** Massaro, Terry

**Subject:**

Thanks for the telephone conversation today.

Here's what I'm looking for:

1. The price to purchase and install the model 300 and model 400 bollards For installation, I would assume this going into an existing roadway with no underground obstructions.
2. The annual maintenance cost if contracted through you; and the type of routine maintenance the client should perform.

10/25/2005



## **ANNUAL MAINTENANCE AGREEMENT**

An annual maintenance agreement shall include:

1. Replacement of the brushes.
2. Lift out the inner cartridge to check all connections.
3. Vacuum out each cylinder that is in the ground.
4. Give the units a complete test to assure functionality.

Cost for this service:

For a site that has four (4) bollards or less: \$4,600

1. This shall include one (1) man for two (2) days, two (2) hours  
Travel time each way, lodging, vehicle and required lifting  
equipment.
2. For a site that requires a plane flight, the airfare and travel time  
at \$57.50 per hour will be added.
3. For sites that have a larger quantity of bollards add per bollard: \$ 635
4. This pricing is based on doing the work between the hours of 8:00 A.M.  
and 5:00 P.M. Monday through Friday. For work during all other hours  
add \$86.25 per hour.

For a site that has four (4) bollards or less in a major market area: \$7,500

1. This shall include one (1) man for two (2) days, two (2) hours  
travel time each way, lodging, vehicle and required lifting  
equipment.
2. For a site that requires a plane flight, the airfare and travel time  
at \$100 per hour will be added.
3. For sites that have a larger quantity of bollards add per bollard : \$1,380
4. This pricing is based on doing this work between the hours of 8:00 A.M.  
and 5:00 P.M. Monday through Friday. For work during all other hours  
add \$190 per hour.

**THE CUSTOMER MUST MAINTAIN ALL TRAFFIC CONTROL WHERE THE EQUIPMENT IS  
INSTALLED DURING THE ANNUAL MAINTENANCE.**

**Note: All bollards should be run through a complete cycle, a cycle is defined as being  
deployed into the up position and then deployed into the down position, a minimum of  
once per month.**

Prices are subject to change on an annual basis from the date of installation of original  
equipment. Prices for hourly costs may be higher in areas that require unionized or prevailing  
wages. **Taxes and any other local or state charges imposed are not included.**

Intelligent Perimeter Systems  
5131 Post Road, Suite 302 Dublin Ohio 43017  
**PHONE (800) 304-9422 FAX (614) 526-3227**  
[www.ibarrier.com](http://www.ibarrier.com)

## **EMERGENCY EQUIPMENT REPAIR FOR FAILED OR DAMAGED BOLLARDS**

Cost for this service:

For a site that has one (1) damaged or failed bollard:	\$2,900
1.This shall include one (1) man for one (1) day, two (2) hours travel time each way, lodging, vehicle and required lifting equipment.	
2.For a site that requires a plane flight, the airfare and travel time at \$86.25 per hour will be added.	
3.For any additional damaged or failed bollards add per:	\$1,000
4.If additional time is required, this will be billed at an hourly rate of:	\$ 138
5.This pricing is based on doing the work between the hours of 8:00 A.M. and 5:00 P.M. Monday through Friday. For work during all other hours add \$86.25 per hour.	
For a site that has one (1) damaged or failed bollard in a major market:	\$4,650
1.This shall include one (1) man for one (1) day, two (2) hours travel time each way, lodging, vehicle and required lifting equipment.	
2.For a site that requires a plane flight, the airfare and travel time at \$100 per hour will be added.	
3.For any additional damaged or failed bollards add per:	\$1,750
4.If additional time is required, this will be billed at an hourly rate of:	\$ 207
5.This pricing is based on doing the work between the hours of 8:00 A.M. and 5:00 P.M. Monday through Friday. For work during all other hours add \$190 per hour.	
6. All material or Equipment required to facilitate the repair will be billed at our cost plus Fifteen Percent (15%) for OH. & P.	

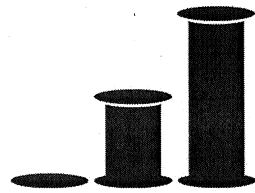
**THE CUSTOMER MUST MAINTAIN ALL TRAFFIC CONTROL WHERE THE EQUIPMENT IS INSTALLED DURING THE REPAIR TIME.**

Prices are subject to change on an annual basis from the date of installation of original equipment.

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# Intelligent Perimeter Systems

## '05 Year End GSA Pricing (Includes Shipping)

<u>PART NUMBER</u>	<u>PRODUCT DESCRIPTION</u>	<u>GSA**</u>	<u>WP</u>
Prices Good through December 31 <sup>st</sup> 2005			

### Model 300--Medium Security

**Array of 3 Bollards designed to stop 15,000lb vehicle traveling 30mph**

300-1	3 Barriers & Manual Up/Down Switch	<b>\$28955.25</b>	2YR
300-2	1 Barrier & Manual Up/Down Switch	<b>\$9651.75</b>	2YR
300-3	1 Inner Cartridge	<b>\$7211.82</b>	2YR
300-4	1-Way Fiber Optic 2 Message Stop/Red Green/Go Sign	<b>\$1169.68</b>	2YR
300-5	2-Way Fiber Optic 2 Message Stop/Red Green/Go Sign	<b>\$1708.33</b>	2YR

### Model 400--High Security (K12 Certified)

**Array of 3 Bollards government certified to stop a 15,000lb vehicle traveling 50mph**

400-1	3 Barriers & Manual Up/Down Switch	<b>\$41004.00</b>	2YR
400-2	1 Barrier & Manual Up/Down Switch	<b>\$13668.00</b>	2YR
400-3	1 Inner Cartridge	<b>\$9848.00</b>	2YR
400-4	1-Way Fiber Optic 2 Message Stop/Red Green/Go Sign	<b>\$1169.68</b>	2YR
400-5	2-Way Fiber Optic 2 Message Stop/Red Green/Go Sign	<b>\$1708.33</b>	2YR

### Model 100--Traffic Delineator

**Flexible Polyethylene Traffic Delineator**

100-1	1 Delineator & Manual Up/Down Switch	<b>\$4735.00</b>
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\*\* TO GSA – FOB DELIVERY CONUS

Rapid Response Area Denial System, and underground retractable security barrier. Model 300/400 base systems to include security barriers and manual up/down Switch. FBO Destination, CONUS

#### Features Include:

- ❖ High Strength Steel Pylon
- ❖ Hydraulic Powered
- ❖ 110VAC Operation and Battery Back-up
- ❖ Manual Up/Down Switch
- ❖ Engineered Foundation
- ❖ Standard Color: Safety Yellow (Color options and reflective striping available)
- ❖ Can be customized to meet your requirements
- ❖ Solar Power Operation Available
- ❖ Local and Remote Solid State Control Available

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## **EMERGENCY EQUIPMENT REPAIR FOR FAILED OR DAMAGED BOLLARDS**

Cost for this service:

For a site that has one (1) damaged or failed bollard: \$2,900

1.This shall include one (1) man for one (1) day, two (2) hours travel time each way, lodging, vehicle and required lifting equipment.

2.For a site that requires a plane flight, the airfare and travel time at \$86.25 per hour will be added.

3.For any additional damaged or failed bollards add per: \$1,000

4.If additional time is required, this will be billed at an hourly rate of: \$ 138

5.This pricing is based on doing the work between the hours of 8:00 A.M. and 5:00 P.M. Monday through Friday. For work during all other hours add \$86.25 per hour.

For a site that has one (1) damaged or failed bollard in a major market: \$4,650

1.This shall include one (1) man for one (1) day, two (2) hours travel time each way, lodging, vehicle and required lifting equipment.

2.For a site that requires a plane flight, the airfare and travel time at \$100 per hour will be added.

3.For any additional damaged or failed bollards add per: \$1,750

4.If additional time is required, this will be billed at an hourly rate of: \$ 207

5.This pricing is based on doing the work between the hours of 8:00 A.M. and 5:00 P.M. Monday through Friday. For work during all other hours add \$190 per hour.

6. All material or Equipment required to facilitate the repair will be billed at our cost plus Fifteen Percent (15%) for OH. & P.

**THE CUSTOMER MUST MAINTAIN ALL TRAFFIC CONTROL WHERE THE EQUIPMENT IS INSTALLED DURING THE REPAIR TIME.**

Prices are subject to change on an annual basis from the date of installation of original equipment.

Prices for hourly costs may be higher in areas that require unionized or prevailing wages.

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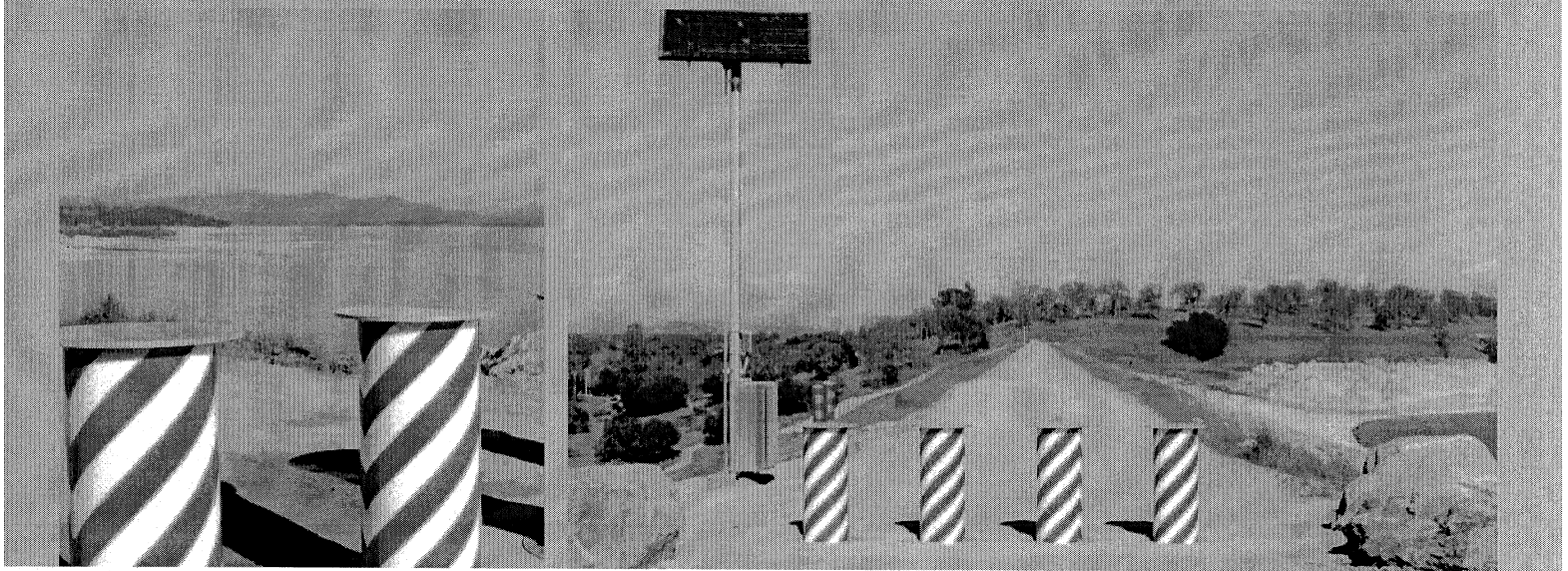
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# High Security Retractable Barrier

Model 400 | Patent Pending

The IPS Model 400 retractable vehicle barriers were developed through a Department of Defense research grant to provide complete area denial and perimeter security protection. Certified by the United States Department of State to stop a 30,000 lb. vehicle traveling at 50 mph., the K12-rated Model 400 barriers are used as the first line of defense for valuable assets. These innovative barriers are self-contained, eliminating the need for a central pump station and making the barriers uniquely easy to install, operate and maintain.



## typical applications

- military facilities, embassies, utility plants, oil refineries, airports, courthouses, ports, bridges and tunnels, dams, water treatment facilities, office buildings

## notable features

- Engineered to stop a 30,000 lb. (13608 Kg) vehicle traveling at 50 mph (80 kph)
- High-strength steel pylon withstands high-speed vehicle impacts with minimal or no damage
- Self-contained, independent hydraulic power system in each barrier eliminates the need for a central hydraulic pump station and underground lines
- Rapid-response barriers fully deploy in six seconds in normal operation mode and in less than two seconds in optional emergency operation mode

**Please contact us for more information or specifications.**

*Specifications are subject to change.*



**Intelligent**

Perimeter Systems

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#### notable features

- Low power requirement—control box on 110VAC, underground pylons on 24VDC—provides easy and low-cost operation
- Integrated bilge pump, sealed motor housing, and all-weather hydraulic fluid provide environmental protection and ensure reliable operation in extreme climates
- Independent battery back up system in each barrier ensures reliable operation during power outages
- Engineered, pre-fabricated, steel-reinforced foundation make installation of barriers quick, easy and cost-effective—simply dig, trench or directional bore, position unit, connect power and controls, and pour concrete
- Self-leveling installation braces allow the barriers to be installed and leveled from road grade
- Rapid-response barriers can be seamlessly integrated with new or existing perimeter security and facility access equipment, including NIST Government Smart Card access control systems, traffic signs and loop detectors, motorized gate arms, digital video networking systems, and a variety of other vehicle sensors. Custom solutions can also be designed.
- IPS' rapid-response barriers can be controlled and monitored through a direct connection, or wirelessly utilizing high-speed ethernet radio or satellite