

INVITATION TO BID

BID # 2023-04

PURCHASE OF SECURITY CAMERA SYSTEM

The Marion County Board of Education is accepting **sealed** bids for the purchase of an integrated county-wide security camera system. Alternate device bids are permitted with prior technical specification approval from the Marion County Board of Education. For an alternate device to be considered, it must meet or exceed all technical specifications of the below listed devices, include a software management system that matches every specification both listed and not listed below, and be free of any update conditions or limitations. Alternate bids must receive pre-approval by January 6, 2023.

The bid price must be valid for a period of 30 days beginning on the date the winning bidder is notified and must also be valid for **the purchase of additional camera units** within a 60-day post system installation period. The bid price must include the costs for delivery and installation to the various schools of the Marion County Board of Education. All bidders **may** list options, upgrades and accessories on a line-item basis and the bid price for those options must also be valid for a period of sixty days. A detailed list of **required** specifications is listed below and any further questions can be directed to Mr. Chris Brasher, Tech Coordinator, at cbrasher@mcbe.net

Due to the nature of school security, maps of camera locations will not be disclosed to the public. A mandatory two day pre-bid meeting with school walk throughs, including camera location designation and requirements for connection to existing school network infrastructure, will be held on January 4th and 5th. The pre-bid meeting will begin at the Marion County Board of Education Central Office at 188 Winchester Drive, Hamilton, AL 35570 at 9:00am CST on January 4, 2023 and will cover as many schools as possible. The remaining school walk throughs will be conducted on the following day. Only companies attending both days of the pre-bid meeting will be allowed to bid on the project.

- All attached descriptions should be carefully read for required equipment options and dimensions. The sealed bids will be publicly opened on Thursday, January 12, 2023 at 2:30 pm in the Board Room of the Superintendent's Office located at 188 Winchester Drive, Hamilton, Alabama. The results of the bid will be presented to the Marion County Board of Education at its next scheduled meeting for action. The outside of the sealed bid must be clearly marked "**BID 2023-04 Security Camera System**". The Marion County Board of Education reserves the right to reject any and all bids or parts of bids. Payment will be through normal Board payment procedures. Invoice terms are to be Net 15 days from the date of satisfactory installation as determined by the Marion County

Superintendent of Education. No partial payments prior to satisfactory completion of the entire project will be made. Late bids will not be opened. MCBE is not responsible for bids lost in the mail.

General Business Requirements

1. **Insurance Requirements:** Bidders or its contractor shall provide commercial general liability insurance coverage with a minimum aggregate limited of not less than one million dollars for personal injury, bodily injury or death and property damage arising out of any one occurrence. Said liability policy shall be endorsed to include the Marion County Board of Education as an additional insured on a primary and on – contributory basis and the insurance carrier shall provide coverage and a defense to the Marion County Board of Education, its agents, servants, officers, board members and employees. Bidders may be required to furnish evidence of appropriate liability, workers compensation, or other insurance as a prerequisite to an award of a bid or contract by the Board with the type and amount of coverage(s) to be specified in the invitation.
2. **Hold Harmless:** Contracting party agrees to indemnify, hold harmless and defend the Marion County Board of Education, its elected officers and employees(hereinafter referred to in this paragraph collectively as "County"), from and against any and all loss expense or damage, including court cost and attorney's fees, for liability claimed against or imposed upon County because of bodily injury, death or property damage, real or personal, including loss of use thereof arising out of or as a consequence of the breach of any duty or obligations of the contracting party included in this agreement, negligent acts, errors or omissions, including engineering and/or professional error, fault, mistake or negligence of Integrator, its employees, agents, representatives, or subcontractors, their employees, agents or representatives in connections with or incident to the performance of this agreement, or arising out of Worker's Compensation claims, Unemployment Compensation claims, or Unemployment Disability compensation claims of employees of company and/or its subcontractors or claims under similar such laws or obligations Company obligation under this Section shall not extend to any liability caused by the sole negligence of the County, or its employees. Before beginning work, contracting party shall file with the County a certificate from his insurer showing the amounts of insurance carried and the risk covered thereby. Liability insurance coverage must be no less than \$1,000,000. During performance the company must effect and maintain insurance from a company licensed to do business in the State of Alabama. Coverage required includes 1) Comprehensive General Liability; 2) Comprehensive Automobile Liability; 3) Worker's Compensation and Employers' Liability.
3. **Taxes:** The Marion County Board of Education is exempt from all sales taxes; however, bidder shall be responsible for payment of all sales, use, lease, ad valorem and any other taxes that may be levied or assessed by reason of the transaction. A current Alabama Certificate of Exemption will be provided to the winning bidder.
4. **Termination of contract:** The Marion County Board of Education has the right to cancel any contract, in accordance with Procurement Contract Rules and regulations, for cause, including but not limited to, the following: (1) failure to deliver within the terms of contract; (2) failure of the product or service to meet specifications, conform to sample quality, or to be delivered in good condition; (3) misrepresentation by the vendor, (4) fraud, collusion, conspiracy, or other unlawful means of obtaining any contract with the state; (5) conflict of contract provisions with constitutional statutory provisions by state or federal law; and (6) any other breach of contract. If contract is terminated the contract may be awarded to the next lowest responsible bidder.

21. **Compliance with Bonding Requirements:** Under the Alabama Bid Law it is at the owners' discretion whether or not to ask for bonding requirements for any contract exceeding \$10,000.00. Therefore, bidder is not required to submit bonding with their proposal.
22. **Immigration Law:** By signing this contract, the contracting parties affirm, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the state of Alabama. Furthermore, a contracting party found to be in violation of this provision shall be deemed in breach of the agreement and shall be responsible for all damages resulting there from.
23. **Governmental Compliance:** The quality and grade of all products and services provided by low bidder shall meet all Local, State, and Federal requirements and inspection/building codes and test, permits, and license including, but not limited to ADEM, OSHA, Fire & Safety, EPA, American Disability Act and Health Department.

Hardware Specifications for Security Camera System

Objectives/System Requirements

Marion County Board of Education is seeking to implement security cameras under a single unified modern system.

Hardware Specifications

4K Interior Dome Camera 8MP	Verkada CD62-30-HW
4K Exterior Dome Camera 8MP	Verkada CD62-30E-HW

School	Verkada CD62-30-HW Indoor Cameras	Verkada CD62-30E-HW Outdoor Cameras	StarTech RK419WALLV 4U Wall Rack	StarTech C6PANEL24 24 Port Patch Panel	NetGear GS108PP POE+ Switch	NetGear GS116PP POE+ Switch	Trendnet TPE-115GI Midspan POE	TP-Link CPE510 5-GHz Bridge
HES	12	50	10	9	2	7	0	0
HMS	30	39	5	5	4	4	0	0
HHS	33	35	7	7	3	5	0	0
HcES	61	27	9	9	7	6	0	2
HcHS								
PES	16	23	4	5	2	3	0	0
PHS	20	27	7	8	5	4	1	2
BES	16	20	2	3	0	3	0	0
BHS	16	29	5	5	5	2	1	2
GES	23	21	4	5	2	5	0	0
MCHS	38	29	7	7	5	5	1	2
MCAS	11	15	4	4	2	2	0	2
Totals	276	315	64	67	37	46	3	10

Capacity and Scalability and Technical Specifications

- The total number of cameras needed is 591 consisting of 276 Verkada CD62-30-HW indoor and 315 Verkada CD62-30E-HW outdoor. Installer is responsible for determining appropriate mounting accessories and hardware including any necessary camera and bridge brackets and mounts.
- Installer is responsible for providing all black network CAT-6 patch cables and power strips.
- Exact mounting positions with floor plans will be communicated during the walk-through.
- All cabling must avoid pre-existing wiring by at least one foot and all cabling intersections must be perpendicular.
- All network equipment must be installed below ceilings.
- Indoor camera cabling must be black CAT-6 solid copper conductors. No copper-clad aluminum will be allowed. No cable splices or RJ45 end-to-end couplers will be allowed.
- Outdoor camera cabling must be black, shielded, UV resistant, outdoor rated, CAT-6 solid copper conductors. No copper-clad aluminum will be allowed. This applies if any length of cabling is exposed to the elements. No cable splices or RJ45 end-to-end couplers will be allowed.
- Installer is to properly “punch down” all CAT-6 cabling terminations on patch panels.

- All gymnasium cabling must be in metal conduit securely attached to walls.
- Additional equipment required:
 - 64 StarTech RK419WALLV 4U Wall Rack
 - 67 StarTech C6PANEL24 24 Port Patch Panel
 - 37 NetGear GS108PP POE+ Switch with 130 watt power supply (123 watt POE)
 - 46 NetGear GS116PP POE+ Switch with 200 watt power supply (183 watt POE)
 - 3 Trendnet TPE-115GI Midspan POE
 - 10 TP-Link CPE510 5-GHz Bridge (5 pairs)
 (no equipment deviation will be allowed without prior approval)
- The solution shall have the capability to add additional cameras on demand as deemed necessary by Marion County Board of Education in the future.
- All outdoor camera enclosures shall be IP67 rated, vandal-proof, and anti-tampering.
- All indoor and outdoor cameras must have the following specifications at a minimum:
 - Up to 4k image resolution (3840 x 2160)
 - IP67 rating to protect against dust and environmental elements for outdoor cameras
 - IK8 vandal resistant rating or above
 - Infrared illumination for night visibility
 - Capability to produce video at minimum 24 FPS or more
 - Day and Night viewing and recording capability
 - Standard RJ45 connectivity including Power Over Ethernet (PoE) capability to receive power
 - Motion detection either as a camera option or an option on the management interface
 - Capability to record audio
 - Capability to perform computer vision analytics at the edge
 - Ability to integrate with a remotely managed viewing station
 - Ability to support AES256 encryption standards
 - UL / CUL 62368-1 certification for audio/video, information and communication technology equipment
 - Guaranteed 24/7 recording in standard quality with HD footage recorded on motion to guarantee retention period and provide high quality visibility of important events
 - First-party, native integration with Access Control from the same manufacturer to provide a common support team and warranty
 - Capable of 3x optical zoom
 - Ability to offer Professional Monitoring that integrates with the cameras and access control system
 - Ability to share live links to floor plans with integrated views
 - Indefinite retention of archived footage (ie. archived footage does not expire after a certain number of years)

Administration and management

- Preference will be given to “hybrid cloud-based” systems that do not require the presence or management of any onsite hardware (other than cameras), the installation and maintenance of onsite software and/or proprietary software to manage cameras, or the configurations of firewall exceptions to allow offsite access.

- Provide multiple levels of system administration to accommodate different staff who will have varying roles viewing or managing cameras and sensors
 - Capability to audit account usage.
- Provide a system of “tagging” cameras in multiple categories (for instance, cameras may be tagged by School Name, Indoor/Outdoor, etc.) that can be assigned to different camera operators. Some examples of how these tags would be employed:
 - Authorized district personnel may view any camera tagged for their location.
 - Certain custodians may view cameras at multiple locations
 - Authorized law enforcement may view all cameras tagged “Outdoor” at any time, no matter what site.
 - “Emergency” access, audited for usage, given to authorized law enforcement that can view selected cameras.
 - Authorized personnel may view any camera tagged for any site.
- Provide either email or SMS notification of critical system events (camera/sensor failure, tampering, etc.).
- Provide ability to share live or historical footage of a single camera or group of cameras with a set of external contacts (e.g., first responders)
- Provide the ability to filter video based on date and time range, and the physical description of a person (appears male or female, clothing color on top, clothing color on bottom, wearing a backpack, etc.).
- Provide the ability to filter video based on date and time range in combination with the unique photo of a person’s face.
- Provide the ability to filter video based on date and time range in combination with the type, body and color of vehicles (cars, buses, trucks, SUVs, and motorcycles).
- Have the capability and capacity to view live video as well as the capability to review at least 30 days of historical video (historical footage may be limited to motion events only).
 - Ability to identify and search “hot spots” in a camera’s field of view for motion
- Have the ability to export industry-standard video formats of selected video footage that can be viewed on standard platforms without a proprietary viewer.
- Have the ability to filter video by date/time, gender, upper body/lower body clothing colors, or if a person is wearing a backpack across multiple cameras or multiple sites.
- Have the ability to search for a unique face captured by the camera across multiple cameras and multiple sites.
- System to have mobile client or mobile device accessibility to securely access and view footage both on and off site at any time, and to conduct person/vehicle analytics via the mobile device as well.
- Strong preference will be given to responses that use a browser-based client that can be accessed across multiple platforms (to include Windows, Chrome OS, MacOS, iOS, and Android) without using proprietary plugins like Java, Silverlight, or Flash.
- Single Sign-on Integrations (Azure, Okta, OneLogin, GSuite, etc.)
- Active Directory integrations (ADFS, Azure, Okta)
- Native integration with Verkada Access Control
- Live alerts and notifications for when uploaded faces/people are detected by any camera
- Archive video footage with unlimited storage and to be saved on the cloud indefinitely
- People heatmaps showing live and historical views of where activity is taking place

- Crowd detection alerts for when people are congregating
- Multi-factor authentication

Support and Maintenance

- Marion County Board of Education requires an initial minimum two-year licensing and support with onsite support, with the option to continue with a three-year and five-year option after the two-year period has ended.
 - Vendor to provide an appendix, outlining separate itemized pricing for a 1YR, 3YR & 5YR renewal to be considered *outside* of initial 2YR ESSER purchase
- The Vendor shall provide a detailed description of support offered, and the average response time for a support request.
- The Vendor shall provide automatic firmware upgrades to camera hardware during the period of operation.
- 10-year hardware warranty.
- Vendor shall have experience managing significant scale in the field
- Vendor must provide proof of satisfactory prior installation of a fully integrated video surveillance system in a school setting with multiple remote campuses spanning multiple towns by providing a contact name, location, and phone number.
- Please provide the following information regarding Vendor Company and Vendor capabilities on a separate sheet of paper attached to your bid response:
 - How many employees does Vendor have?
 - How many installation technicians does Vendor have?

Installation and Configuration

- Marion County Board of Education is looking for a “turnkey” solution. The Vendor will be responsible for all camera hardware, licensing, mounting, and configuration of equipment.
- The Vendor will be responsible for coordinating with the Marion County Board of Education Team in configuring the networking equipment to work with the existing networks. Vendor will provide cameras and switches.
 - Cameras will be placed in an appropriate VLAN at each site and will use DHCP for addressing.
- Wiring and installation must include at least a 36 month warranty from date of project acceptance.
- Vendor shall supply camera specifications including: manufacturer, model, description, any special maintenance requirements and warranty.
- Vendor to configure the camera frame rate and compression rates to balance quality, storage, and bandwidth utilization.
- Vendor to configure the motion detection sensitivity (where appropriate)
- Vendor to configure each camera’s identification and description (using a naming scheme that incorporates building and location, scheme to be approved by staff before setup begins).
- Vendor shall be an authorized seller or partner, and be in good standing with Verkada.
- Vendor is responsible for all mounting hardware, brackets, conduit, and accessories as required by Verkada and/or site conditions to successfully place the cameras per proposal.

- Vendor shall properly configure interactive floor plans on a site-by-site basis, in conjunction with Marion County Board of Education.
- The field of view on all cameras is to be coordinated and confirmed with staff.
- When the purchase order is submitted, all materials must be shipped and received within 2 weeks.
- Any Vendor wishing to bid an equivalent system using cameras other than those specified must furnish all factory specifications and receive prior approval by January 6, 2023. No alternate bids will be accepted without prior approval.
- Vendor acknowledges payment for equipment and services will be net 15 days from satisfactory completion of the project as solely determined by the Superintendent of Education. No partial payments prior to satisfactory completion will be made.

BIDDER INFORMATION FORM (attach to Bid Response Form)

Marion County Board of Education

Bid #2023-04 SECURITY CAMERA SYSTEM

To be opened on Thursday, January 12, 2023 at 2:30 pm CST

Company Name _____

DBA: _____

Incorporation Date _____

State of Register _____

Number of Employees _____

Number of Installers to work on this project _____

Liability Insurance Carrier (attach coverage) _____

Statement by Owner/Manager:

_____ (company name) certifies it will fully comply with all Alabama laws regarding immigration and the use of immigrant labor.

_____ Printed Name _____ Signature

Statement by Owner/Manager:

_____ (company name) certifies it has conducted proper background inquiries on all employees and sub-contractors who are to be on any Marion County Board of Education campus and further certifies no employee or sub-contractor is a convicted sex offender or has been convicted of a felony involving a minor.

_____ Printed Name _____ Signature

Statement by Owner/Manager:

_____ (company name) certifies it will make all employees and sub-contractors aware that all property of the Marion County Board of Education is a tobacco, drug, and vape free environment.

_____ Printed Name _____ Signature

BID RESPONSE FORM

Marion County Board of Education

Bid #2023-04 SECURITY CAMERA SYSTEM

To be opened on Thursday, January 12, 2023 at 2:30 pm CST

As described in the attached specifications:

I (we) bid \$ _____ for the County-wide security camera system including five hundred and ninety-one (591) 4k cameras, hardware, software, installation, warranty, and license fees as described above.

Estimated installation start date _____ Estimated completion date _____

List at least one school system you have installed a similar surveillance system for:

System _____ Contact _____ Phone _____

For the purpose of adding additional cameras (Camera device only)

I (we) bid \$ _____ per unit for Verkada CD62-256-HW indoor camera, delivered to the Marion County Board of Education, Hamilton, AL.

I (we) bid \$ _____ per unit for Verkada CD62-256E-HW outdoor camera, delivered to the Marion County Board of Education, Hamilton, AL

Company: _____

Representative Name: _____

Address: _____

Date: _____ Telephone # () _____

Authorized signature: _____

Return to:
Marion County Board of Education
Bid 2023-04 SECURITY CAMERA SYSTEM
188 Winchester Drive
Hamilton, AL 35570

BID RESULTS FORM

Marion County Board of Education

Bid #2023-04 SECURITY CAMERA SYSTEM

To be opened on Thursday, January 12, 2023 at 2:30 pm CST

<u>BIDDER/LOCATION</u>	<u>BRAND</u>	<u>BID \$</u>	<u>NOTES</u>
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Witnessed by: